Att 3

INDUSTRIAL

AUTOMOTIVE
~~3711~~
3714

Suppliers

ectrical/ ELECTRONICS (1)
36XX
38xx exclude semiconductor

HEAVY EQUIP/CONST.
15XX?
16XX?
17XX?

dustrial/ CONSUMER MFG
23XX?
25XX?
27XX?
31XX?
34XX?
35XX?

CONSUMER

FOOD & CPG (2)
20XX
21XX

WHOLESALE
50XX
51XX

PROCESS

CHEMICAL
28XX?
ex 283

PHARMACEUTICAL
~~28XX?~~
283

Split (4-digit)

(1) Exclude 367x (Components)

(2) CPG will be scoped by taking Business Week "Personal Care" segment (see attached) as a percent of overall Mfg

	COMPANY	MARKET VALUE			SALES		PROFITS		ASSETS		RETURN	
		TOP 1000 RANK	$ MIL	CHANGE FROM 1991 %	12 MONTHS 1991 $ MIL	CHANGE FROM 1990 %	12 MONTHS 1991 $ MIL	CHANGE FROM 1990 %	12 MONTHS 1991 $ MIL	CHANGE FROM 1990 %	ON INVESTED CAPITAL %	ON COMMON EQUITY %
	6 CONSUMER PRODUCTS											
	INDUSTRY COMPOSITE		297210	19	217006	8	14079.6	13	212714	5	14.4	21.7
	6A APPAREL											
	GROUP COMPOSITE		20374	38	14133	16	1160.3	18	9781	9	19.6	22.7
1	NIKE	146	5375	36	3212	20	305.3	6	1746	19	25.8	25.5
2	LIZ CLAIBORNE	218	3428	−12	2007	16	222.7	8	1072	19	NA	25.3
3	REEBOK INTERNATIONAL	251	2991	8	2734	27	234.7	33	1431	2	23.7	30.6
4	FRUIT OF THE LOOM	308	2504	206	1514	5	82.7	−11	2131	−1	NA	12.9
5	VF	324	2409	63	2952	13	161.3	99	2127	15	13.4	19.1
6	RUSSELL	471	1496	42	805	13	56.8	−16	818	3	10.3	11.8
7	STRIDE RITE	482	1461	48	574	11	66.0	19	332	25	27.1	27.4
8	JONES APPAREL GROUP	782	710	NA	334	16	30.8	65	123	NA	38.8	42.8
	6B APPLIANCES & HOME FURNISHINGS											
	GROUP COMPOSITE		15235	32	21116	2	597.8	−11	18210	4	6.8	8.2
1	MASCO	196	4002	20	3141	−2	44.9	−68	3786	1	3.3	2.5
2	WHIRLPOOL	255	2967	55	6770	2	170.0	136	6162	7	NA	11.4
3	MAYTAG	378	1967	33	2971	−3	79.0	−20	2535	−2	7.1	7.8
4	CIRCUIT CITY STORES	462	1516	87	2628	13	60.9	−8	1204	18	13.8	15.2
5	ARMSTRONG WORLD INDUSTRIES	548	1183	18	2439	−3	60.6	−59	2140	1	6.2	6.5
6	LEGGETT & PLATT	742	759	34	1082	−1	39.4	34	656	−3	9.4	12.2
7	ROYAL APPLIANCE MFG.	801	687	NA	273	128	27.4	299	121	96	NA	NA
8	MEILIG-MEYERS	862	608	110	487	11	24.2	16	586	14	9.8	9.4
9	NATIONAL PRESTO INDUSTRIES	903	564	68	162	27	36.7	26	254	8	16.5	16.7
10	KIMBALL INTERNATIONAL	960	502	17	553	−6	29.9	−24	396	4	9.9	9.8
11	LA-Z-BOY CHAIR	979	480	34	610	0	24.9	−4	370	5	9.6	10.6
	6C BEVERAGES											
	GROUP COMPOSITE		97630	17	49347	8	3721.4	4	48817	11	15.6	21.9
1	COCA-COLA	6	52411	50	11572	13	1618.0	17	10222	10	33.3	38.3
2	PEPSICO	15	25054	−2	19608	10	1080.2	−1	18783	10	12.0	20.8
3	ANHEUSER-BUSCH	39	15619	17	10996	2	939.8	12	9960	4	15.6	21.8
4	BROWN-FORMAN	365	2063	1	1203	9	141.9	−1	1223	15	18.4	20.5
5	COCA-COLA ENTERPRISES	408	1767	−11	4051	0	−82.4	NM	6677	33	NM	−6.5
6	ADOLPH COORS	776	716	−18	1917	4	23.9	−39	1952	16	NA	2.1
	6D PERSONAL CARE											
	GROUP COMPOSITE		67910	20	50471	8	3138.3	−5	40076	10	15.3	23.4
1	PROCTER & GAMBLE	10	33558	11	28229	9	1787.0	3	23733	15	15.7	25.4
2	GILLETTE	58	10483	38	4684	8	427.4	16	3543	5	27.5	41.6
3	COLGATE-PALMOLIVE	112	6332	27	6060	6	124.9	−61	4324	7	7.3	31.6
4	INTERNATIONAL FLAVORS & FRAGRANCES	197	3960	22	1017	6	168.7	8	1217	8	18.9	18.3
5	AVON PRODUCTS	226	3345	36	3593	4	210.7	8	1729	−16	NA	76.5
6	TAMBRANDS	292	2629	8	661	5	79.0	−19	382	−1	31.2	31.5
7	CLOROX	301	2547	18	1679	8	62.2	−56	1484	−4	7.6	7.6
8	ECOLAB	598	1040	66	918	−9	55.7	−4	1220	21	8.4	9.1
9	BLOCK DRUG	610	1012	17	549	11	56.4	11	618	16	12.5	13.1
10	ALBERTO-CULVER	807	681	−7	930	15	31.5	−14	562	32	9.5	12.1
11	STANHOME	825	658	−18	710	5	45.1	−12	419	7	21.4	20.2
12	NEUTROGENA	887	580	36	239	13	22.1	60	159	17	20.8	20.8

23%

INPUT

Proposal for

Providing Quantitative Information on Application Software and Services Markets

Submitted to:

ANDERSEN CONSULTING

"A" only

December 29, 1992

Submitted by:

INPUT

The Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, New Jersey 07666
201-801-0050
Fax: 201-801-0441

INPUT

PROVIDING QUANTITATIVE INFORMATION ON APPLICATION SOFTWARE AND SERVICES MARKETS

I. BACKGROUND AND OBJECTIVES

Andersen Consulting has requested that INPUT provide quantitative data on software and services in several vertical markets.

- Attachment 1 shows the data requested (asterisked items)
- Attachment 2 shows Andersen's prioritization of its data needs
- Attachment 3 defines the vertical markets, primarily by SIC codes

The materials above and the contents of this proposal were reviewed by Andersen and INPUT at a meeting in Chicago on December 21, 1992.

II. SCOPE

INPUT can provide the items marked "A" on Attachment 2 by January 15, 1993 and items marked "B" by February 15. INPUT is not proposing to supply the item in "C" for reasons of time and cost. (These dates assume an authorization to proceed by January 4, 1992.)

The quantitative items can be provided in detail through 1997. INPUT will provide indicative numbers through 2000.

III. FEE

"A" Items

INPUT's professional fee for the study will be $14,000.

One-half of INPUT's professional fee for the study ($7,000) is due and payable upon authorization of the study; the remainder at the time of the presentation of results.

Out-of-pocket expenses (telephone, production, and travel) are expected to be minimal and are included in the fee.

BUY ~ $15K only

"B" Items

INPUT's professional fee for the study will be $23,000. (This is additive to "A" above.)

One-half of INPUT's professional fee for the study ($11,500) is due and payable upon authorization of the study; the remainder at the time of the presentation of results.

Out-of-pocket expenses (telephone, production, and travel) are expected to be minimal and are included in the fee.

This proposal will remain valid for thirty days, unless extended in writing.

To authorize the study, please check the option(s) you wish to exercise and sign the appropriate block below.

INPUT

AUTHORIZATION

To authorize the project as specified please check the option(s) you wish to exercise, then sign and return one copy of this proposal, along with the initial fee. Upon acceptance by INPUT, a countersigned copy of the proposal will be returned to Andersen Consulting.

OPTIONS

"A" Items _____

"B" Items _____

AUTHORIZED BY:	ACCEPTED BY:
Andersen Consulting	**INPUT**
_____	_____
Name	Name
_____	_____
Title	Title
_____	_____
Date	Date

AH 1

Exhibit D-1

Information Services Market
User Expenditure Forecast by Delivery Mode and Submode
Western Europe, 1991-1996

	ECU Million (Rounded)								
Delivery Modes	1990	1990 1991 Growth (%)	1991	1992	1993	1994	1995	1996	1991 1996 CAGR (%)
Information Services Market Total	49200	14	55900	64200	73300	84500	97300	111700	15
Processing Services	6400	7	6850	7370	7910	8520	9130	9740	7
- Transaction Processing	5730	7	6110	6550	7010	7550	8070	8600	7
- Utility Processing	195	3	200	210	215	225	230	240	4
- Other Processing	485	10	535	600	670	740	815	910	11
Turnkey Systems	7900	14	9000	10300	11900	13700	15700	17700	14
- Equipment	4160	10	4590	5130	5710	6360	6970	7670	11
- Application Software	1580	18	1860	2250	2710	3210	3870	4460	19
- System Software	215	12	240	270	305	345	385	430	12
- Professional Services	1940	19	2310	2690	3180	3760	4450	5190	18
Application S/W Product	5600	18	6600	7700	9100	10800	12700	15200	18
- Mainframe	710	4	735	625	655	675	695	865	3
- Minicomputer	1850	14	2110	2440	2810	3180	3580	4060	14
- Workstation/PC	3020	23	3710	4590	5600	6910	8440	10280	23
System Software Product	8400	10	9200	10200	11400	12700	14100	15700	11
- Mainframe	4320	4	4500	4700	4890	5090	5280	5410	4
- Minicomputer	2540	12	2850	3240	3650	4130	4620	5190	13
- Workstation/PC	1500	23	1850	2280	2820	3440	4210	5120	23
Professional Services	15200	14	17400	20500	23400	27200	31500	36400	16
- IS Consulting	2160	12	2420	2830	3350	3940	4510	5210	17
- Custom Software	11500	14	13100	15500	17600	20500	23800	27500	16
- Education & Training	1650	15	1890	2140	2460	2810	3230	3710	14
Network Services	2940	18	3460	4070	4830	5810	7010	8480	20
- Electronic Info Svcs	2150	13	2430	2730	3090	3510	3990	4570	13
- Network Applications	790	29	1020	1330	1740	2290	3020	3910	31
Systems Operations	890	22	1090	1320	1580	1920	2300	2740	20
- Platform Operations	505	22	615	735	870	1045	1240	1460	19
- Application Operations	385	22	470	580	710	875	1060	1285	22
Systems Integration	1970	20	2360	2770	3320	3970	4740	5640	19
- Equipment	800	15	920	1050	1210	1390	1600	1840	15
- Application Software	71	24	88	106	131	173	216	275	26
- System Software	59	12	66	84	100	123	155	182	22
- Professional Services	1000	24	1240	1480	1810	2200	2660	3230	21
- Other	51	4	53	57	68	80	98	110	16.L

Copyright 1991 INPUT. Reproduction Prohibited.

AH 2

PRIORITIZED EXPECTATIONS PHASE 1 (QUANTITATIVE)

Phase 1 - Quantative Research **Completion Date 1/15/93**

Overall Request: All information generated should only include expenditure estimates from companies greater than 50 million dollars. If this filter criterion of >50 million would require a significant amount of time causing us to miss the January 15 deadline, it would become low priority.

High Priority

all modes mainly of the ones

User Expenditure Forecast by Delivery Mode and Submode (exhibit D-1) document for the following :

United States:

D-1 for each 2 digit SIC code identified by AC codes in dim locally?

D-1 for Information Services Market new forecast? w/ reg report

Europe:

D-1 for Information Services Market (each major country or Europe as a whole) estimate from DEG

Asia/Other:

D-1 for Information Services Market (each major country) w/ WW report? DAS report

Medium Priority

United States:

D-1s for Mfg and Dist industries as a whole (2 of 4 major categories; mfg, govt,fin,dist) key of industries? 1 PAGES w/ Dis

A

D-1 for industrial, consumer, process/energy groups.* [illegible] need to be broken up by subgroup?

Europe:

D-1s for Mfg and Dist industries as a whole (2 of 4 major categories) from RF?

D-1 for industrial, consumer, process/energy groups.**

Asia/Other:

D-1s for Mfg and Dist industries as a whole (2 of 4 major categories)

B

D-1 for industrial, consumer, process/energy groups.** Not proposed C

Low Priority

Extend macro numbers (industrial, consumer, process/energy) for countries worldwide to the year 2000.

* AC will provide a list of 2 digit SIC codes that comprise these three groupings.

** We understood from our conversation that these groupings don't exist in your standard database, but projections on these macro level numbers was feasible by Jan 15.

TO: TOM O'FLAHERTY
JOANNE PONWITZ

FROM: LISA LANE

DATE: 1/28/93

SUBJECT: CLARIFICATION OF REQUESTS MADE ON 1/28 (PHASE 1 AND 2)

PHASE 1 (QUANTITATIVE)

We requested the following data by 2/2/93

7 segment breakdown (US only) broken down further so that food and CPG numbers are separated (see attachment 1) to make 1 additional segment. Another additional segment is needed to represent other process manufacturing. We currently have data for chemical and pharma only. We would like to have all the additional process added to the new process/other column (see attachment 1). We also need a listing of which SIC codes are included in process/other. We will then have 9 segments total.

We would like 3 versions of the 9 segments data. One would include numbers for companies 50-150m. The next would show > 150m. The last would be >500m.

PHASE 2 (SURVEY)

We requested the following changes to the questionnaire:

question 1c -- make sure that the results from this question will tell us "what changes are driving the solutions of tomorrow". If it is appropriate, this can be another question.

Delete or reword question 4. We don't understand it.

question 5 -- reword bullet points #1 and #2. We think there may be some grammatical errors.

add question that asks prospects their opinions of consulting service firms that have software and software firms that offer services.

We requested from Tom clarification on survey sample.

how many companies?
geographic coverage?
which industries?
What percent of companies will be surveyed in each industry. We want to ensure that about 25% are manufacturing companies and 75% of companies surveyed can be spread across other industries identified by Tom Moldauer.
Paired approach?
Phone VS. panel?
time frame for conducting survey

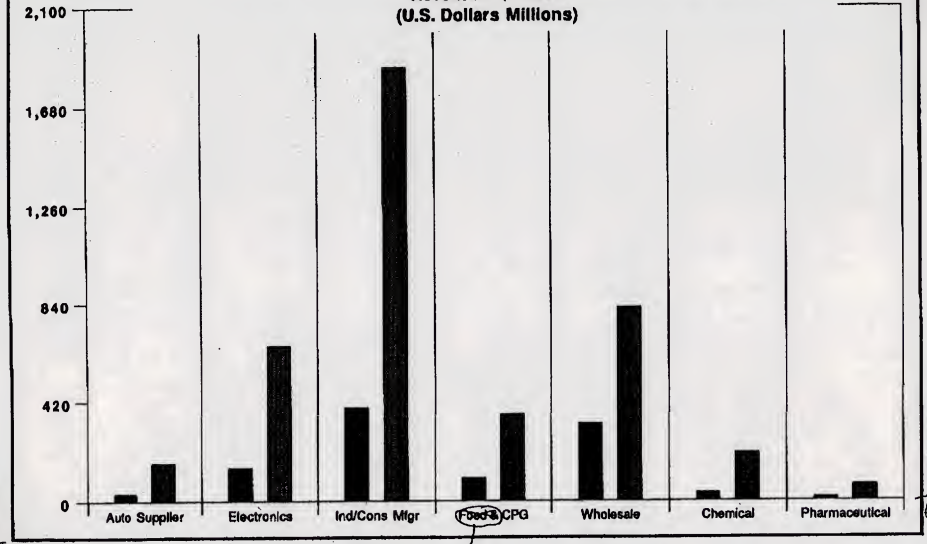
Finally, I would appreciate your sending me some of the brochures and sales materials on INPUT. I apologize for the short notice, but we would appreciate receiving the brochure and other data requested by 2/2. Thanks for your quick response.

Attachment # 1

50-150M

3 VERSIONS

U.S. Information Services Market by Industry Segment
1997 Application Software vs. 1997 Information Services* Market
Revenue > $150M
(U.S. Dollars Millions)



Which S.I.C. does this contain?

* Information Services Market includes Application Software, Turnkey Systems, Systems Integration and Professional Services.

Resource: INPUT, 1/93

Split Food from CPG + make it a new column
Add new column for process other

Attachment IA

REVENUE > $150 M

U.S. 1992-1997

INDUSTRIAL VS. CONSUMER VS. PROCESS

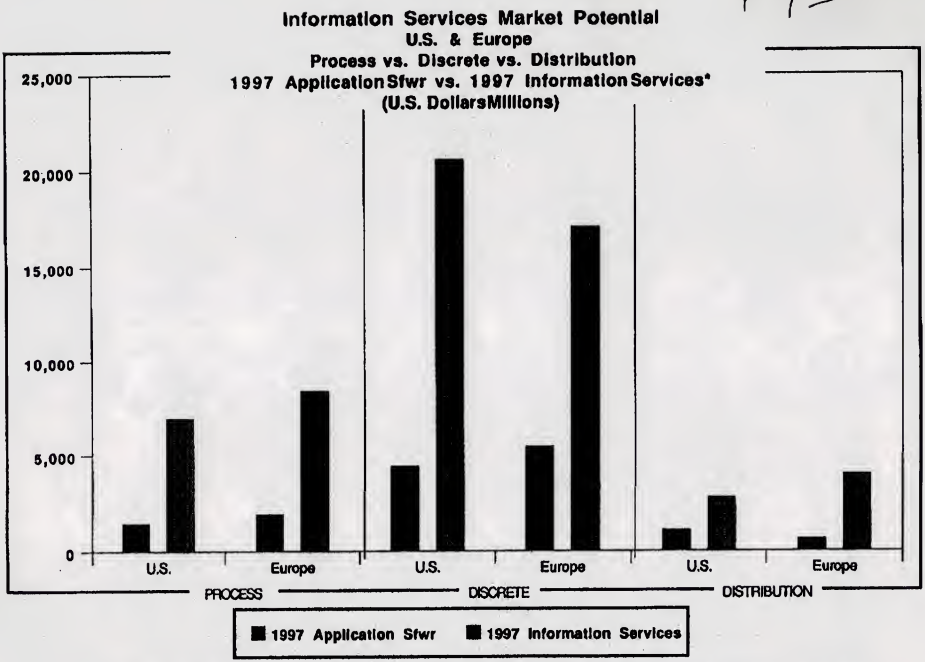
$$ U.S. MILLIONS

	APPLICATION SOFTWARE			TURNKEY SYSTEMS			SYSTEMS INTEGRATION			PROFESSIONAL SERVICES			TOTAL		
	92	97	CAGR	92	97	CAGR	92	97	CAGR	92	97	CAGR	92	97	CAGR
INDUSTRY (U.S. ONLY)															
INDUSTRIAL															
AUTO SUPPLIER	17	33	15%	23	41	12%	10	27	21%	37	58	9%	87	159	13%
ELECTRONICS	71	140	15%	99	159	10%	43	113	21%	156	246	9%	369	658	12%
IND/CONSUMER MFGR	199	393	15%	278	446	10%	121	317	21%	437	688	9%	1,035	1,844	12%
TOTAL	287	566	15%	400	646	10%	174	457	21%	630	992	10%	1,491	2,661	12%
CONSUMER															
FOOD & CPG	45	97	16%	30	48	10%	17	33	14%	116	185	10%	208	363	12%
WHOLESALE	176	325	13%	157	219	7%	55	115	16%	114	163	7%	502	822	10%
TOTAL	221	422	14%	187	267	7%	72	148	16%	230	348	9%	710	1,185	11%
PROCESS															
CHEMICAL	17	34	15%	18	30	10%	11	21	14%	72	115	10%	118	200	11%
PHARMACEUTICAL	7	15	17%	4	7	11%	6	18	24%	15	26	12%	32	66	16%
TOTAL	24	49	15%	22	37	11%	17	39	18%	87	141	10%	150	266	12%
TOTAL	**532**	**1,037**	**14%**	**609**	**950**	**9%**	**263**	**644**	**20%**	**947**	**1,481**	**9%**	**2,351**	**4,112**	**12%**

SOURCE: INPUT 1/93

Attachment 2

FYI



* Information Services Market includes Application Software, Turnkey Systems, Systems Integration and Professional Services.
Resource: INPUT, 1/93

Attachment 2A

INFORMATION SERVICES MARKET POTENTIAL

U.S. & EUROPE 1992-1997

MANUFACTURING VS. DISCRETE VS. DISTRIBUTION

$$ U.S. MILLIONS

	APPLICATION SOFTWARE			TURNKEY SYSTEMS			SYSTEMS INTEGRATION			PROFESSIONAL SERVICES			TOTAL		
	92	97	CAGR	92	97	CAGR	92	97	CAGR	92	97	CAGR	92	97	CAGR
MANUFACTURING															
PROCESS															
U.S.	683	1,433	16%	613	989	10%	361	686	14%	2,405	3,820	10%	4,062	6,928	11%
EUROPE	860	1,920	17%	1,290	2,510	14%	250	645	21%	1,690	3,310	14%	4,090	8,385	15%
TOTAL	1,543	3,353	17%	1,903	3,499	13%	611	1,331	17%	4,095	7,130	12%	8,152	15,313	13%
DISCRETE															
U.S.	2,224	4,380	15%	3,097	4,975	10%	1,346	3,536	21%	4,879	7,676	9%	11,546	20,567	12%
EUROPE	2,590	5,410	16%	3,050	5,130	11%	555	1,480	22%	2,910	5,060	12%	9,105	17,080	13%
TOTAL	4,814	9,790	15%	6,147	10,105	10%	1,901	5,016	21%	7,789	12,736	10%	20,651	37,647	13%
DISTRIBUTION															
U.S.	587	1,083	13%	522	731	7%	182	384	16%	380	542	7%	1,671	2,740	10%
EUROPE	320	630	15%	790	1,250	10%	195	430	17%	1,060	1,630	9%	2,365	3,940	11%
TOTAL	907	1,713	14%	1,312	1,981	9%	377	814	17%	1,440	2,172	9%	4,036	6,680	11%

SOURCE: INPUT 1/93

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: 2/5/93

Confidential: (Y) / N
Urgent: (Y) / N

To: Name: Lisa Lane

Tel./Location: 312-507-4978

Co.: Anderson Consulting

Page: 1 of 9

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Tom O'Flaherty / [illegible]

Subject:

Here are the consumer / industrial and food / CPG pages that we discussed on Wednesday. We have averaged these markets close to arrive at this estimate of the market size.

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS/CONSUMER MFGR									
TURNKEY SYSTEMS	135	150	165	180	198	218	241	265	10%
EQUIPMENT	64	67	73	78	81	87	96	103	7%
SOFTWARE PRODUCTS	50	57	63	70	78	88	97	107	11%
APPLICATIONS	43	50	54	62	68	77	85	95	11%
SYSTEMS	7	7	8	8	9	10	12	13	9%
PROFESSIONAL SERVICES	22	26	30	32	39	43	48	54	13%
APPLICATIONS SOFTWARE PRODUCTS	95	108	122	138	159	184	212	246	15%
MAINFRAME	19	20	21	23	24	25	27	29	6%
MIDRANGE	51	56	61	66	74	82	90	99	10%
WORKSTATION/PC	26	32	40	50	62	77	95	118	24%
PROFESSIONAL SERVICES	216	236	259	283	310	339	372	407	9%
CONSULTING	54	59	67	75	84	95	107	121	13%
CUSTOM SOFTWARE	130	143	152	165	179	192	205	221	8%
EDUCATION/TRAINING	32	34	40	43	47	52	59	66	11%
SYSTEMS INTEGRATION	55	65	78	95	114	141	171	208	21%
EQUIPMENT	19	23	27	33	39	49	59	72	21%
APPLICATION SOFTWARE	3	3	4	5	6	7	9	11	21%
SYSTEM SOFTWARE	1	1	2	2	2	3	3	4	22%
PROFESSIONAL SERVICES	30	36	43	52	63	77	94	114	21%
OTHER	2	2	3	3	4	5	6	7	21%
TOTAL	501	559	624	697	781	882	995	1126	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE/INDUSTRIAL MFGR									
TURNKEY SYSTEMS	86	95	105	114	125	139	153	168	10%
EQUIPMENT	40	43	46	49	51	55	61	66	7%
SOFTWARE PRODUCTS	32	36	40	45	49	56	61	68	11%
APPLICATIONS	27	31	35	39	43	49	54	60	11%
SYSTEMS	4	5	5	5	6	7	7	8	9%
PROFESSIONAL SERVICES	14	16	19	21	25	28	30	34	13%
APPLICATIONS SOFTWARE PRODUCTS	60	68	77	88	101	117	135	156	15%
MAINFRAME	12	13	14	14	15	16	17	18	6%
MIDRANGE	32	36	39	42	47	52	57	63	10%
WORKSTATION/PC	17	20	25	31	39	49	60	75	24%
PROFESSIONAL SERVICES	137	150	164	180	197	215	236	259	9%
CONSULTING	34	37	42	47	53	61	68	77	13%
CUSTOM SOFTWARE	83	91	96	105	113	122	130	140	8%
EDUCATION/TRAINING	20	22	25	27	30	33	38	42	11%
SYSTEMS INTEGRATION	35	41	50	60	72	90	109	132	21%
EQUIPMENT	12	14	17	21	25	31	38	46	21%
APPLICATION SOFTWARE	2	2	3	3	4	5	6	7	21%
SYSTEM SOFTWARE	1	1	1	1	1	2	2	3	22%
PROFESSIONAL SERVICES	19	23	27	33	40	49	60	72	21%
OTHER	1	1	2	2	2	3	4	4	21%
TOTAL	318	355	396	442	496	560	632	715	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CONSUMER									
FOOD									
TURNKEY SYSTEMS	17	19	20	22	25	27	30	33	10%
EQUIPMENT	8	8	9	10	10	11	12	13	7%
SOFTWARE PRODUCTS	6	7	8	9	10	11	12	13	11%
APPLICATIONS	5	6	7	8	8	10	11	12	11%
SYSTEMS	1	1	1	1	1	1	1	2	9%
PROFESSIONAL SERVICES	3	3	4	4	5	5	6	7	13%
APPLICATIONS SOFTWARE PRODUCTS	17	19	22	25	28	33	38	44	15%
MAINFRAME	2	2	3	3	3	3	3	4	6%
MIDRANGE	9	10	12	13	14	16	18	20	11%
WORKSTATION/PC	5	6	7	9	11	14	17	21	23%
PROFESSIONAL SERVICES	27	29	32	35	38	42	46	50	9%
CONSULTING	7	7	8	9	10	12	13	15	13%
CUSTOM SOFTWARE	16	18	19	20	22	24	25	27	8%
EDUCATION/TRAINING	4	4	5	5	6	6	7	8	11%
SYSTEMS INTEGRATION	7	9	10	12	14	18	21	26	20%
EQUIPMENT	2	3	3	4	5	6	7	9	21%
APPLICATION SOFTWARE	0.4	0.4	1	1	1	1	1	1	21%
SYSTEM SOFTWARE	0.5	0.5	0.5	0.5	0.5	0.5	0.5	1	0%
PROFESSIONAL SERVICES	4	4	5	6	8	10	12	14	21%
OTHER	0.5	0.5	0.5	0.5	0.5	1	1	1	7%
TOTAL	68	75	84	94	106	119	135	153	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CPG									
TURNKEY SYSTEMS	12	13	14	16	17	19	21	23	10%
EQUIPMENT	6	6	6	7	7	8	8	9	7%
SOFTWARE PRODUCTS	4	5	5	6	7	8	8	9	11%
APPLICATIONS	4	4	5	5	6	7	7	8	11%
SYSTEMS	1	1	1	1	1	1	1	1	9%
PROFESSIONAL SERVICES	2	2	3	3	3	4	4	5	13%
APPLICATIONS SOFTWARE PRODUCTS	12	13	15	17	20	23	26	31	15%
MAINFRAME	2	2	2	2	2	2	2	2	6%
MIDRANGE	7	7	8	9	10	11	12	14	11%
WORKSTATION/PC	3	4	5	6	8	10	12	14	23%
PROFESSIONAL SERVICES	19	20	22	25	27	29	32	35	9%
CONSULTING	5	5	6	6	7	8	9	10	13%
CUSTOM SOFTWARE	11	12	13	14	16	17	18	19	8%
EDUCATION/TRAINING	3	3	3	4	4	5	5	6	11%
SYSTEMS INTEGRATION	5	6	7	9	10	12	15	18	19%
EQUIPMENT	2	2	2	3	3	4	5	6	21%
APPLICATION SOFTWARE	0.5	0.5	0.5	0.5	1	1	1	1	9%
SYSTEM SOFTWARE	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0%
PROFESSIONAL SERVICES	3	3	4	5	5	7	8	10	21%
OTHER	0.2	0.2	0.2	0.3	0.3	0.4	0.5	0.6	21%
TOTAL	47	53	59	66	74	84	95	107	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS/CONSUMER MFGR									
TURNKEY SYSTEMS	61	67	74	81	89	98	108	119	10%
EQUIPMENT	29	30	33	35	36	39	43	47	7%
SOFTWARE PRODUCTS	23	26	28	32	35	39	43	48	11%
APPLICATIONS	19	22	25	28	31	35	38	43	11%
SYSTEMS	3	3	4	4	4	5	5	6	9%
PROFESSIONAL SERVICES	10	11	13	15	18	20	22	24	13%
APPLICATIONS SOFTWARE PRODUCTS	43	48	55	62	72	83	95	111	15%
MAINFRAME	8	9	10	10	11	11	12	13	6%
MIDRANGE	23	25	27	30	33	37	41	45	10%
WORKSTATION/PC	12	14	18	22	28	35	43	53	24%
PROFESSIONAL SERVICES	97	106	116	127	139	153	167	183	9%
CONSULTING	24	27	30	34	38	43	48	54	13%
CUSTOM SOFTWARE	59	64	68	74	80	86	92	99	8%
EDUCATION/TRAINING	14	16	18	19	21	24	27	30	11%
SYSTEMS INTEGRATION	25	29	35	43	51	63	77	93	21%
EQUIPMENT	9	10	12	15	18	22	27	32	21%
APPLICATION SOFTWARE	1	2	2	2	3	3	4	5	21%
SYSTEM SOFTWARE	1	1	1	1	1	1	2	2	22%
PROFESSIONAL SERVICES	14	16	19	23	28	35	42	51	21%
OTHER	1	1	1	1	2	2	3	3	21%
TOTAL	226	251	281	313	351	397	448	507	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE/INDUSTRIAL MFGR									
TURNKEY SYSTEMS	122	135	148	162	178	196	217	238	10%
EQUIPMENT	57	61	65	70	73	79	87	93	7%
SOFTWARE PRODUCTS	45	51	56	63	70	79	87	97	11%
APPLICATIONS	39	45	49	56	62	69	76	85	11%
SYSTEMS	6	7	7	8	8	9	10	11	9%
PROFESSIONAL SERVICES	19	23	27	29	35	39	43	49	13%
APPLICATIONS SOFTWARE PRODUCTS	86	97	110	125	143	165	191	221	15%
MAINFRAME	17	18	19	20	21	23	24	26	6%
MIDRANGE	46	50	55	60	66	73	81	89	10%
WORKSTATION/PC	23	29	36	45	56	69	85	106	24%
PROFESSIONAL SERVICES	194	212	233	255	279	305	334	366	9%
CONSULTING	48	53	60	67	75	86	96	108	13%
CUSTOM SOFTWARE	117	128	137	149	161	172	184	198	8%
EDUCATION/TRAINING	28	31	36	39	43	47	53	59	11%
SYSTEMS INTEGRATION	49	59	71	85	103	127	154	187	21%
EQUIPMENT	17	20	24	29	35	44	53	65	21%
APPLICATION SOFTWARE	3	3	4	4	5	7	8	10	21%
SYSTEM SOFTWARE	1	1	1	2	2	3	3	4	22%
PROFESSIONAL SERVICES	27	32	39	47	56	70	85	103	21%
OTHER	2	2	2	3	3	4	5	6	21%
TOTAL	451	503	561	626	702	794	895	1012	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CONSUMER									
FOOD									
TURNKEY SYSTEMS	21	23	26	28	31	34	37	41	10%
EQUIPMENT	10	10	11	12	13	14	15	16	7%
SOFTWARE PRODUCTS	8	9	10	11	12	14	15	17	11%
APPLICATIONS	7	8	8	10	11	12	13	15	11%
SYSTEMS	1	1	1	1	1	2	2	2	9%
PROFESSIONAL SERVICES	3	4	5	5	6	7	7	8	13%
APPLICATIONS SOFTWARE PRODUCTS	21	24	27	31	35	41	47	55	15%
MAINFRAME	3	3	3	4	4	4	4	4	6%
MIDRANGE	12	13	14	16	18	20	22	24	11%
WORKSTATION/PC	6	7	9	11	14	17	21	26	23%
PROFESSIONAL SERVICES	33	37	40	44	48	53	58	63	9%
CONSULTING	8	9	10	12	13	15	17	19	13%
CUSTOM SOFTWARE	20	22	24	26	28	30	32	34	8%
EDUCATION/TRAINING	5	5	6	7	7	8	9	10	11%
SYSTEMS INTEGRATION	9	10	12	15	18	22	27	32	21%
EQUIPMENT	3	3	4	5	6	8	9	11	21%
APPLICATION SOFTWARE	0.4	1	1	1	1	1	1	2	21%
SYSTEM SOFTWARE	0.2	0.2	0.2	0.3	0.4	0.4	1	1	22%
PROFESSIONAL SERVICES	5	6	7	8	10	12	15	18	21%
OTHER	0.3	0.3	0.4	0.5	1	1	1	1	21%
TOTAL	84	94	105	117	132	149	169	191	13%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CPG									
TURNKEY SYSTEMS	6	7	7	8	9	9	10	12	10%
EQUIPMENT	3	3	3	3	4	4	4	4	7%
SOFTWARE PRODUCTS	2	2	3	3	3	4	4	5	11%
APPLICATIONS	2	2	2	3	3	3	4	4	11%
SYSTEMS	0.3	0.3	0.4	0.4	0.4	0.5	1	1	9%
PROFESSIONAL SERVICES	1	1	1	1	2	2	2	2	13%
APPLICATIONS SOFTWARE PRODUCTS	6	7	8	9	10	11	13	15	15%
MAINFRAME	1	1	1	1	1	1	1	1	6%
MIDRANGE	3	4	4	5	5	6	6	7	11%
WORKSTATION/PC	2	2	3	3	4	5	6	7	23%
PROFESSIONAL SERVICES	9	10	11	12	13	15	16	18	9%
CONSULTING	2	3	3	3	4	4	5	5	13%
CUSTOM SOFTWARE	6	6	7	7	8	8	9	10	8%
EDUCATION/TRAINING	1	1	2	2	2	2	3	3	11%
SYSTEMS INTEGRATION	2	3	3	4	5	6	7	9	21%
EQUIPMENT	1	1	1	1	2	2	3	3	21%
APPLICATION SOFTWARE	0.1	0.1	0.2	0.2	0.3	0.3	0.4	0.5	21%
SYSTEM SOFTWARE	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	22%
PROFESSIONAL SERVICES	1	2	2	2	3	3	4	5	21%
OTHER	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.3	21%
TOTAL	23	26	29	33	37	42	47	53	13%

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: 1/22/93

Confidential: Y / N
Urgent: Y / N

To: Name: Susan Erdman

Tel./Location: 312-507-4978

Co.: Erdman

Page: 1 of 2

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Tom O'Flaherty

Subject:

Here are the charts for Discrete + Process rfg

Thur ended up under 1 of my piles – probably obsolete –

TM

ADM 341/05 1/92

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS MFGR									
TURNKEY SYSTEMS	677	750	824	902	988	1091	1204	1325	10%
EQUIPMENT	318	337	363	388	405	437	482	517	7%
SOFTWARE PRODUCTS	250	285	313	352	389	438	483	537	11%
APPLICATIONS	215	248	272	310	342	386	425	474	11%
SYSTEMS	35	37	41	42	47	52	58	63	9%
PROFESSIONAL SERVICES	108	128	148	162	195	217	239	271	13%
APPLICATIONS SOFTWARE PRODUCTS	476	538	610	692	797	919	1060	1229	15%
MAINFRAME	93	99	107	113	119	127	135	143	6%
MIDRANGE	253	280	305	331	368	408	451	496	10%
WORKSTATION/PC	130	159	198	248	310	385	474	590	24%
PROFESSIONAL SERVICES	1079	1181	1293	1416	1550	1697	1858	2037	9%
CONSULTING	269	295	334	373	420	477	535	603	13%
CUSTOM SOFTWARE	652	714	759	826	893	958	1026	1103	8%
EDUCATION/TRAINING	158	172	200	217	237	262	297	331	11%
SYSTEMS INTEGRATION	275	326	392	473	570	705	856	1038	21%
EQUIPMENT	95	113	136	164	197	244	296	359	21%
APPLICATION SOFTWARE	14	17	20	24	30	37	45	54	21%
SYSTEM SOFTWARE	6	7	8	10	12	14	17	21	22%
PROFESSIONAL SERVICES	151	179	215	260	313	387	470	570	21%
OTHER	9	11	13	15	19	23	28	34	21%
TOTAL	2507	2794	3119	3483	3905	4412	4977	5630	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE MFGR									
TURNKEY SYSTEMS	716	793	871	954	1046	1154	1274	1402	10%
EQUIPMENT	337	357	383	410	428	462	509	547	7%
SOFTWARE PRODUCTS	265	301	331	372	411	463	511	568	11%
APPLICATIONS	228	262	288	327	362	408	450	501	11%
SYSTEMS	37	39	43	45	49	55	61	67	9%
PROFESSIONAL SERVICES	115	135	157	172	206	229	253	287	13%
APPLICATIONS SOFTWARE PRODUCTS	504	569	646	732	844	973	1121	1301	15%
MAINFRAME	98	105	113	120	126	134	143	152	6%
MIDRANGE	268	296	323	350	390	431	477	525	10%
WORKSTATION/PC	138	168	210	262	328	407	501	624	24%
PROFESSIONAL SERVICES	1142	1249	1368	1498	1639	1795	1965	2154	9%
CONSULTING	285	312	353	394	444	504	566	638	13%
CUSTOM SOFTWARE	690	755	803	874	945	1013	1085	1167	8%
EDUCATION/TRAINING	167	182	212	229	250	277	314	350	11%
SYSTEMS INTEGRATION	291	345	415	500	603	746	905	1098	21%
EQUIPMENT	101	119	143	173	209	258	313	380	21%
APPLICATION SOFTWARE	15	18	22	26	31	39	47	57	21%
SYSTEM SOFTWARE	6	7	8	10	12	15	18	22	22%
PROFESSIONAL SERVICES	160	189	228	275	331	410	497	603	21%
OTHER	9	11	14	16	20	24	29	36	21%
TOTAL	2652	2956	3300	3685	4131	4668	5265	5955	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS MFGR									
TURNKEY SYSTEMS	186	206	227	248	272	300	331	365	10%
EQUIPMENT	88	93	100	107	111	120	132	142	7%
SOFTWARE PRODUCTS	69	78	86	97	107	120	133	148	11%
APPLICATIONS	59	68	75	85	94	106	117	130	11%
SYSTEMS	10	10	11	12	13	14	16	17	9%
PROFESSIONAL SERVICES	30	35	41	45	54	60	66	75	13%
APPLICATIONS SOFTWARE PRODUCTS	131	148	168	190	219	253	292	338	15%
MAINFRAME	25	27	29	31	33	35	37	39	6%
MIDRANGE	70	77	84	91	101	112	124	137	10%
WORKSTATION/PC	36	44	55	68	85	106	130	162	24%
PROFESSIONAL SERVICES	297	325	356	389	426	467	511	560	9%
CONSULTING	74	81	92	103	115	131	147	166	13%
CUSTOM SOFTWARE	179	196	209	227	246	263	282	303	8%
EDUCATION/TRAINING	43	47	55	60	65	72	82	91	11%
SYSTEMS INTEGRATION	76	90	108	130	157	194	235	286	21%
EQUIPMENT	26	31	37	45	54	67	81	99	21%
APPLICATION SOFTWARE	4	5	6	7	8	10	12	15	21%
SYSTEM SOFTWARE	2	2	2	3	3	4	5	6	22%
PROFESSIONAL SERVICES	42	49	59	71	86	107	129	157	21%
OTHER	2	3	4	4	5	6	8	9	21%
TOTAL	690	769	858	958	1074	1214	1369	1548	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE MFGR									
TURNKEY SYSTEMS	36	40	44	48	53	58	64	71	10%
EQUIPMENT	17	18	19	21	22	23	26	28	7%
SOFTWARE PRODUCTS	13	15	17	19	21	23	26	29	11%
APPLICATIONS	12	13	15	17	18	21	23	25	11%
SYSTEMS	2	2	2	2	2	3	3	3	9%
PROFESSIONAL SERVICES	6	7	8	9	10	12	13	15	13%
APPLICATIONS SOFTWARE PRODUCTS	25	29	33	37	43	49	57	66	15%
MAINFRAME	5	5	6	6	6	7	7	8	6%
MIDRANGE	14	15	16	18	20	22	24	27	10%
WORKSTATION/PC	7	8	11	13	17	21	25	32	24%
PROFESSIONAL SERVICES	58	63	69	76	83	91	99	109	9%
CONSULTING	14	16	18	20	22	26	29	32	13%
CUSTOM SOFTWARE	35	38	41	44	48	51	55	59	8%
EDUCATION/TRAINING	8	9	11	12	13	14	16	18	11%
SYSTEMS INTEGRATION	15	17	21	25	31	38	46	56	21%
EQUIPMENT	5	6	7	9	11	13	16	19	21%
APPLICATION SOFTWARE	1	1	1	1	2	2	2	3	21%
SYSTEM SOFTWARE	0	0	0	1	1	1	1	1	22%
PROFESSIONAL SERVICES	8	10	12	14	17	21	25	31	21%
OTHER	0	1	1	1	1	1	1	2	21%
TOTAL	134	150	167	186	209	236	266	301	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS MFGR									
TURNKEY SYSTEMS	122	135	148	162	178	196	217	239	10%
EQUIPMENT	57	61	65	70	73	79	87	93	7%
SOFTWARE PRODUCTS	45	51	56	63	70	79	87	97	11%
APPLICATIONS	39	45	49	56	62	69	77	85	11%
SYSTEMS	6	7	7	8	8	9	10	11	9%
PROFESSIONAL SERVICES	20	23	27	29	35	39	43	49	13%
APPLICATIONS SOFTWARE PRODUCTS	86	97	110	125	144	165	191	221	15%
MAINFRAME	17	18	19	20	21	23	24	26	6%
MIDRANGE	46	50	55	60	66	73	81	89	10%
WORKSTATION/PC	23	29	36	45	56	69	85	106	24%
PROFESSIONAL SERVICES	194	213	233	255	279	305	334	367	9%
CONSULTING	48	53	60	67	76	86	96	109	13%
CUSTOM SOFTWARE	117	128	137	149	161	172	185	198	8%
EDUCATION/TRAINING	28	31	36	39	43	47	53	60	11%
SYSTEMS INTEGRATION	49	59	71	85	103	127	154	187	21%
EQUIPMENT	17	20	24	29	36	44	53	65	21%
APPLICATION SOFTWARE	3	3	4	4	5	7	8	10	21%
SYSTEM SOFTWARE	1	1	1	2	2	3	3	4	22%
PROFESSIONAL SERVICES	27	32	39	47	56	70	85	103	21%
OTHER	2	2	2	3	3	4	5	6	21%
TOTAL	451	503	561	627	703	794	896	1013	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE MFGR									
TURNKEY SYSTEMS	129	143	157	172	188	208	229	252	10%
EQUIPMENT	61	64	69	74	77	83	92	98	7%
SOFTWARE PRODUCTS	48	54	60	67	74	83	92	102	11%
APPLICATIONS	41	47	52	59	65	73	81	90	11%
SYSTEMS	7	7	8	8	9	10	11	12	9%
PROFESSIONAL SERVICES	21	24	28	31	37	41	46	52	13%
APPLICATIONS SOFTWARE PRODUCTS	91	102	116	132	152	175	202	234	15%
MAINFRAME	18	19	20	22	23	24	26	27	6%
MIDRANGE	48	53	58	63	70	78	86	95	10%
WORKSTATION/PC	25	30	38	47	59	73	90	112	24%
PROFESSIONAL SERVICES	205	225	246	270	295	323	354	388	9%
CONSULTING	51	56	64	71	80	91	102	115	13%
CUSTOM SOFTWARE	124	136	145	157	170	182	195	210	8%
EDUCATION/TRAINING	30	33	38	41	45	50	56	63	11%
SYSTEMS INTEGRATION	52	62	75	90	109	134	163	198	21%
EQUIPMENT	18	21	26	31	38	46	56	68	21%
APPLICATION SOFTWARE	3	3	4	5	6	7	8	10	21%
SYSTEM SOFTWARE	1	1	2	2	2	3	3	4	22%
PROFESSIONAL SERVICES	29	34	41	49	60	74	89	109	21%
OTHER	2	2	2	3	4	4	5	6	21%
TOTAL	477	532	594	663	744	840	948	1072	12%

Mfg

① Food

CG

③ Chem

Pharm

C/S

Key Appl

Inf, ~~Re~~ replacement

② New Tech

Hor →

~~Proved overall of~~

~~Log/Dist~~

④ (Int Pharm) → IS & major fin

③ → COO of major mfg fo proc div resolve sys issues behind prod fin & NW making

GM ~~Major~~ Top 10 Mfrs NW

⑥ • Assessment 200 int prods & svcs

• EDI w/Sysdm & dist

⑦ •

Consultant to vendors ~~offer~~ planning innovation

~~Provide~~ Log/Dist mgt offering

****
*** MEMORY LIST ***
****

TX/RX NO.	MODE	CONNECTION TEL	PAGES	SET TIME	START TIME	TTI
0400	TRANSMISSION	01191224303015	1	12/21 13:54	*****	INPUT
0403	TRANSMISSION	[01] MT VIEW	2	12/21 14:38	*****	INPUT

Telecom Industry

- ATT internal
  - → IS
  - → Major Telecom svcs & Sys/Ser → Div appl
  - → U.S.
- DBC WW
  - → Pers
  - → Eur/A-P
- (IBM) CDS

need impact on int + ext ~~app~~ sw/svcs

- Telecom ind appl impact on computing svcs
- Tech + env impact factor on Telecom ind ~~to ~~ over next 10 yrs
- WAN vs LAN growth issues
- Numerous mkt studies + consulting on non-reg ~~tele~~ opps for telecos

****
*** TRANSACTION SCHEDULE ***
****

TX/RX NO.	MODE	CONNECTION TEL	PAGES	SET TIME	START TIME	TTI

```
****************************
***   ACTIVITY REPORT    ***
****************************
```

TRANSMISSION OK

TX/RX NO.	1263
CONNECTION TEL	13125071043
CONNECTION ID	
START TIME	01/22 15:51
USAGE TIME	03'49
PAGES	7
RESULT	OK

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: Feb 3

Confidential: (Y) / N
Urgent: (Y) / N

To: Name: Lisa Lane

Tel./Location: 507-5553

Co.: Anderson

Page: 1 of 28

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Tom O'Flaherty / Joanne Pannwitz

Subject:

(1) Reused rpts with co size split out further to include 8500 mill+

(2) "Other Process" includes
- Paper & allied products (26xx)
- Petroleum exploration & refining (13xx, 29xx)
- Rubber/Plastic (30xx)
- Stone/Glass (32xx)

(3) As discussed, we are holding back on splitting out these two groups
- Food/CPG 1,468K 23-1,405K 13*
- Industrial/Consumer Mfg 33-1,066K 35-1,448K 31-1,448K 36-509K 37-1,448K 38-1,898K

We will advise you when we can deliver these additional splits

ADM 341/05 1/92

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	49	54	60	65	71	79	87	96	10%
EQUIPMENT	23	24	26	28	29	32	35	37	7%
SOFTWARE PRODUCTS	18	21	23	25	28	32	35	39	11%
APPLICATIONS	16	18	20	22	25	28	31	34	11%
SYSTEMS	3	3	3	3	3	4	4	5	9%
PROFESSIONAL SERVICES	8	9	11	12	14	16	17	20	13%
APPLICATIONS SOFTWARE PRODUCTS	34	39	44	50	58	66	77	89	15%
MAINFRAME	7	7	8	8	9	9	10	10	6%
MIDRANGE	18	20	22	24	27	29	33	36	10%
WORKSTATION/PC	9	11	14	18	22	28	34	43	24%
PROFESSIONAL SERVICES	78	85	94	102	112	123	134	147	9%
CONSULTING	19	21	24	27	30	34	39	44	13%
CUSTOM SOFTWARE	47	52	55	60	65	69	74	80	8%
EDUCATION/TRAINING	11	12	14	16	17	19	21	24	11%
SYSTEMS INTEGRATION	20	24	28	34	41	51	62	75	21%
EQUIPMENT	7	8	10	12	14	18	21	26	21%
APPLICATION SOFTWARE	1	1	1	2	2	3	3	4	21%
SYSTEM SOFTWARE	0.4	0.5	0.6	0.7	0.8	1.0	1.3	1.5	22%
PROFESSIONAL SERVICES	11	13	16	19	23	28	34	41	21%
OTHER	0.6	0.8	0.9	1.1	1.3	1.7	2.0	2.4	21%
TOTAL	181	202	226	252	282	319	360	407	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	103	114	125	137	150	166	183	202	10%
EQUIPMENT	48	51	55	59	62	66	73	79	7%
SOFTWARE PRODUCTS	38	43	48	53	59	67	73	82	11%
APPLICATIONS	33	38	41	47	52	59	65	72	11%
SYSTEMS	5	6	6	6	7	8	9	10	9%
PROFESSIONAL SERVICES	16	19	23	25	30	33	36	41	13%
APPLICATIONS SOFTWARE PRODUCTS	72	82	93	105	121	140	161	187	15%
MAINFRAME	14	15	16	17	18	19	20	22	6%
MIDRANGE	38	43	46	50	56	62	69	76	10%
WORKSTATION/PC	20	24	30	38	47	59	72	90	24%
PROFESSIONAL SERVICES	164	180	197	215	236	258	282	310	9%
CONSULTING	41	45	51	57	64	72	81	92	13%
CUSTOM SOFTWARE	99	109	115	126	136	146	156	168	8%
EDUCATION/TRAINING	24	26	30	33	36	40	45	50	11%
SYSTEMS INTEGRATION	42	50	60	72	87	107	130	158	21%
EQUIPMENT	14	17	21	25	30	37	45	55	21%
APPLICATION SOFTWARE	2	3	3	4	4	6	7	8	21%
SYSTEM SOFTWARE	1	1	1	1	2	2	3	3	22%
PROFESSIONAL SERVICES	23	27	33	39	49	59	71	87	21%
OTHER	1	2	2	2	3	3	4	5	21%
TOTAL	381	425	474	530	594	671	757	856	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFGR									
TURNKEY SYSTEMS	362	401	441	483	529	584	644	709	10%
EQUIPMENT	170	180	194	208	217	234	258	277	7%
SOFTWARE PRODUCTS	134	152	167	188	208	234	259	287	11%
APPLICATIONS	115	133	146	166	183	206	227	253	11%
SYSTEMS	19	20	22	23	25	28	31	34	9%
PROFESSIONAL SERVICES	58	68	79	87	104	116	128	145	13%
APPLICATIONS SOFTWARE PRODUCTS	255	288	327	370	427	492	567	658	15%
MAINFRAME	50	53	57	60	64	68	72	77	6%
MIDRANGE	135	150	163	177	197	218	241	266	10%
WORKSTATION/PC	70	85	106	133	166	206	254	316	24%
PROFESSIONAL SERVICES	577	632	692	758	829	908	994	1090	9%
CONSULTING	144	158	179	200	225	255	286	323	13%
CUSTOM SOFTWARE	349	382	406	442	478	512	549	590	8%
EDUCATION/TRAINING	84	92	107	116	127	140	159	177	11%
SYSTEMS INTEGRATION	147	174	210	253	305	377	458	555	21%
EQUIPMENT	51	60	73	88	106	131	158	192	21%
APPLICATION SOFTWARE	8	9	11	13	16	20	24	29	21%
SYSTEM SOFTWARE	3	3	4	5	6	8	9	11	22%
PROFESSIONAL SERVICES	81	96	115	139	168	207	251	305	21%
OTHER	5	6	7	8	10	12	15	18	21%
TOTAL	1341	1495	1669	1864	2090	2361	2663	3012	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
FOOD/CPG									
TURNKEY SYSTEMS	83	92	101	111	121	134	148	163	10%
EQUIPMENT	39	41	44	48	50	54	59	63	7%
SOFTWARE PRODUCTS	31	35	38	43	48	54	59	66	11%
APPLICATIONS	26	30	33	38	42	47	52	58	11%
SYSTEMS	4	5	5	5	6	6	7	8	9%
PROFESSIONAL SERVICES	13	16	18	20	24	27	29	33	13%
APPLICATIONS SOFTWARE PRODUCTS	82	93	107	122	140	162	187	216	15%
MAINFRAME	11	12	13	14	15	16	17	18	6%
MIDRANGE	47	52	57	64	71	79	87	97	11%
WORKSTATION/PC	24	29	36	45	55	67	83	102	23%
PROFESSIONAL SERVICES	132	145	159	174	190	208	228	250	9%
CONSULTING	33	36	41	46	51	59	66	74	13%
CUSTOM SOFTWARE	80	88	93	101	110	118	126	135	8%
EDUCATION/TRAINING	19	21	25	27	29	32	36	41	11%
SYSTEMS INTEGRATION	34	40	48	58	70	87	105	127	21%
EQUIPMENT	12	14	17	20	24	30	36	44	21%
APPLICATION SOFTWARE	2	2	2	3	4	4	5	7	21%
SYSTEM SOFTWARE	1	1	1	1	1	2	2	3	22%
PROFESSIONAL SERVICES	19	22	26	32	38	48	58	70	21%
OTHER	1	1	2	2	2	3	3	4	21%
TOTAL	331	370	415	465	522	590	667	756	13%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	170	183	196	211	229	239	256	274	7%
EQUIPMENT	80	82	86	91	94	96	102	107	4%
SOFTWARE PRODUCTS	63	70	75	82	90	96	103	111	8%
APPLICATIONS	54	61	65	72	79	85	90	98	8%
SYSTEMS	9	9	10	10	11	12	12	13	6%
PROFESSIONAL SERVICES	27	31	35	38	45	48	51	56	10%
APPLICATIONS SOFTWARE PRODUCTS	184	205	232	260	296	335	379	435	13%
MAINFRAME	86	89	94	96	100	104	111	116	4%
MIDRANGE	43	48	53	59	65	70	79	87	11%
WORKSTATION/PC	56	68	85	105	130	161	189	232	23%
PROFESSIONAL SERVICES	123	133	143	154	165	177	190	204	7%
CONSULTING	28	31	34	38	43	47	52	57	11%
CUSTOM SOFTWARE	76	82	87	91	96	100	104	109	5%
EDUCATION/TRAINING	19	20	22	25	27	29	34	38	11%
SYSTEMS INTEGRATION	55	64	74	85	100	116	134	156	16%
EQUIPMENT	19	22	26	29	35	40	47	54	16%
APPLICATION SOFTWARE	2	2	3	3	4	5	5	6	16%
SYSTEM SOFTWARE	2	2	2	3	3	4	4	5	15%
PROFESSIONAL SERVICES	30	35	41	48	56	65	75	87	16%
OTHER	1	2	2	2	2	3	4	4	15%
TOTAL	532	585	644	710	789	868	959	1069	10%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	14	15	17	19	20	22	25	27	10%
EQUIPMENT	7	7	8	9	10	11	12	13	10%
SOFTWARE PRODUCTS	5	6	6	7	7	8	9	10	10%
APPLICATIONS	4	5	5	6	6	7	8	8	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	2	3	3	3	4	4	4	10%
APPLICATIONS SOFTWARE PRODUCTS	12	14	16	18	21	24	28	33	15%
MAINFRAME	4	5	5	5	5	6	7	8	9%
MIDRANGE	4	4	5	5	6	7	7	8	11%
WORKSTATION/PC	4	5	6	8	9	12	14	17	23%
PROFESSIONAL SERVICES	53	60	66	73	80	87	96	105	10%
CONSULTING	13	15	17	19	21	24	27	30	13%
CUSTOM SOFTWARE	33	37	39	43	47	50	54	58	8%
EDUCATION/TRAINING	7	9	10	11	12	13	15	16	11%
SYSTEMS INTEGRATION	4	9	10	11	13	15	17	20	14%
EQUIPMENT	2	4	4	5	6	7	8	9	14%
APPLICATION SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
SYSTEM SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
PROFESSIONAL SERVICES	2	4	5	5	6	7	8	9	14%
OTHER	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
TOTAL	83	98	109	121	133	148	166	185	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	4	4	5	5	6	6	7	8	10%
EQUIPMENT	2	2	2	2	3	3	3	4	10%
SOFTWARE PRODUCTS	1	2	2	2	2	2	2	3	10%
APPLICATIONS	1	1	1	2	2	2	2	2	10%
SYSTEMS	0	0	0	0	0	0	0	0	10%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	7	8	10	11	13	15	18	21	17%
MAINFRAME	1	1	1	1	1	2	2	2	9%
MIDRANGE	3	3	4	4	4	5	5	6	11%
WORKSTATION/PC	3	4	5	6	7	9	11	13	23%
PROFESSIONAL SERVICES	15	17	19	20	22	24	27	29	10%
CONSULTING	4	4	5	5	6	7	7	8	13%
CUSTOM SOFTWARE	9	10	11	12	13	14	15	16	8%
EDUCATION/TRAINING	2	2	3	3	3	4	4	5	11%
SYSTEMS INTEGRATION	1	3	3	3	4	4	5	5	14%
EQUIPMENT	1	1	1	1	2	2	2	2	14%
APPLICATION SOFTWARE	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
SYSTEM SOFTWARE	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
PROFESSIONAL SERVICES	1	1	1	2	2	2	2	3	14%
OTHER	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.2	13%
TOTAL	27	32	36	40	45	50	56	64	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
OTHER PROCESS									
TURNKEY SYSTEMS	45	49	54	59	65	72	79	87	10%
EQUIPMENT	21	24	26	28	31	34	38	42	10%
SOFTWARE PRODUCTS	16	18	19	21	24	26	29	31	10%
APPLICATIONS	14	15	17	18	20	22	25	27	10%
SYSTEMS	2	2	3	3	3	4	4	4	10%
PROFESSIONAL SERVICES	7	8	9	9	10	11	13	14	10%
APPLICATIONS SOFTWARE PRODUCTS	48	55	63	72	83	96	115	134	16%
MAINFRAME	14	15	15	16	17	18	22	24	9%
MIDRANGE	17	18	21	23	26	28	32	35	11%
WORKSTATION/PC	18	22	27	33	40	49	61	75	23%
PROFESSIONAL SERVICES	170	192	212	232	254	279	306	336	10%
CONSULTING	41	46	53	60	67	76	86	97	13%
CUSTOM SOFTWARE	105	118	126	137	149	160	173	186	8%
EDUCATION/TRAINING	24	28	33	35	39	43	47	53	11%
SYSTEMS INTEGRATION	14	29	32	36	42	48	55	62	14%
EQUIPMENT	6	13	14	16	18	21	24	28	14%
APPLICATION SOFTWARE	0	1	1	1	1	1	2	2	13%
SYSTEM SOFTWARE	0	1	1	1	1	1	2	2	13%
PROFESSIONAL SERVICES	6	14	15	17	20	22	26	29	14%
OTHER	0	1	1	1	1	1	2	2	13%
TOTAL	275	325	361	400	444	494	554	619	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	830	913	998	1090	1192	1303	1429	1565	9%
EQUIPMENT	391	413	442	473	495	529	580	622	7%
SOFTWARE PRODUCTS	307	346	378	422	466	519	569	629	10%
APPLICATIONS	264	301	328	371	410	456	500	554	11%
SYSTEMS	43	45	49	51	57	62	69	75	9%
PROFESSIONAL SERVICES	133	155	178	195	231	255	280	315	13%
APPLICATIONS SOFTWARE PRODUCTS	695	784	890	1009	1158	1330	1532	1774	14%
MAINFRAME	186	197	210	219	229	241	261	276	6%
MIDRANGE	305	338	371	406	452	498	553	611	10%
WORKSTATION/PC	204	249	309	384	477	590	717	887	24%
PROFESSIONAL SERVICES	1312	1444	1581	1728	1888	2064	2256	2471	9%
CONSULTING	323	356	404	451	506	574	644	725	13%
CUSTOM SOFTWARE	798	877	933	1012	1092	1170	1250	1343	7%
EDUCATION/TRAINING	191	211	245	265	290	320	362	403	11%
SYSTEMS INTEGRATION	316	391	464	553	661	805	966	1159	20%
EQUIPMENT	111	139	165	196	234	285	342	409	20%
APPLICATION SOFTWARE	15	19	22	26	32	39	47	56	20%
SYSTEM SOFTWARE	7	9	11	13	15	18	22	26	19%
PROFESSIONAL SERVICES	173	212	252	301	359	438	526	631	20%
OTHER	10	12	14	17	21	25	30	36	20%
TOTAL	3153	3533	3933	4380	4899	5501	6183	6969	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	17	19	20	22	25	27	30	33	10%
EQUIPMENT	8	8	9	10	10	11	12	13	7%
SOFTWARE PRODUCTS	6	7	8	9	10	11	12	13	11%
APPLICATIONS	5	6	7	8	8	10	11	12	11%
SYSTEMS	1	1	1	1	1	1	1	2	9%
PROFESSIONAL SERVICES	3	3	4	4	5	5	6	7	13%
APPLICATIONS SOFTWARE PRODUCTS	12	13	15	17	20	23	26	30	15%
MAINFRAME	2	2	3	3	3	3	3	4	6%
MIDRANGE	6	7	8	8	9	10	11	12	10%
WORKSTATION/PC	3	4	5	6	8	10	12	15	24%
PROFESSIONAL SERVICES	27	29	32	35	38	42	46	50	9%
CONSULTING	7	7	8	9	10	12	13	15	13%
CUSTOM SOFTWARE	16	18	19	20	22	24	25	27	8%
EDUCATION/TRAINING	4	4	5	5	6	6	7	8	11%
SYSTEMS INTEGRATION	7	8	10	12	14	17	21	26	21%
EQUIPMENT	2	3	3	4	5	6	7	9	21%
APPLICATION SOFTWARE	0.4	0.4	0.5	0.6	0.7	0.9	1.1	1.3	21%
SYSTEM SOFTWARE	0.1	0.2	0.2	0.2	0.3	0.4	0.4	0.5	22%
PROFESSIONAL SERVICES	4	4	5	6	8	10	12	14	21%
OTHER	0.2	0.3	0.3	0.4	0.5	0.6	0.7	0.8	21%
TOTAL	62	69	77	86	97	109	123	140	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	36	40	44	48	52	58	64	70	10%
EQUIPMENT	17	18	19	21	21	23	25	27	7%
SOFTWARE PRODUCTS	13	15	17	19	21	23	26	28	11%
APPLICATIONS	11	13	14	16	18	20	22	25	11%
SYSTEMS	2	2	2	2	2	3	3	3	9%
PROFESSIONAL SERVICES	6	7	8	9	10	11	13	14	13%
APPLICATIONS SOFTWARE PRODUCTS	25	28	32	37	42	49	56	65	15%
MAINFRAME	5	5	6	6	6	7	7	8	6%
MIDRANGE	13	15	16	18	19	22	24	26	10%
WORKSTATION/PC	7	8	10	13	16	20	25	31	24%
PROFESSIONAL SERVICES	57	62	68	75	82	90	98	108	9%
CONSULTING	14	16	18	20	22	25	28	32	13%
CUSTOM SOFTWARE	34	38	40	44	47	51	54	58	8%
EDUCATION/TRAINING	8	9	11	11	13	14	16	17	11%
SYSTEMS INTEGRATION	15	17	21	25	30	37	45	55	21%
EQUIPMENT	5	6	7	9	10	13	16	19	21%
APPLICATION SOFTWARE	1	1	1	1	2	2	2	3	21%
SYSTEM SOFTWARE	0	0	0	1	1	1	1	1	22%
PROFESSIONAL SERVICES	8	9	11	14	17	20	25	30	21%
OTHER	0	1	1	1	1	1	1	2	21%
TOTAL	133	148	165	184	207	233	263	298	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFGR									
TURNKEY SYSTEMS	84	93	102	111	122	135	149	164	10%
EQUIPMENT	39	42	45	48	50	54	59	64	7%
SOFTWARE PRODUCTS	31	35	39	43	48	54	60	66	11%
APPLICATIONS	27	31	34	38	42	48	52	58	11%
SYSTEMS	4	5	5	5	6	6	7	8	9%
PROFESSIONAL SERVICES	13	16	18	20	24	27	30	33	13%
APPLICATIONS SOFTWARE PRODUCTS	59	66	75	85	98	114	131	152	15%
MAINFRAME	11	12	13	14	15	16	17	18	6%
MIDRANGE	31	35	38	41	45	50	56	61	10%
WORKSTATION/PC	16	20	25	31	38	48	59	73	24%
PROFESSIONAL SERVICES	133	146	160	175	191	209	229	251	9%
CONSULTING	33	36	41	46	52	59	66	74	13%
CUSTOM SOFTWARE	81	88	94	102	110	118	127	136	8%
EDUCATION/TRAINING	19	21	25	27	29	32	37	41	11%
SYSTEMS INTEGRATION	34	40	48	58	70	87	106	128	21%
EQUIPMENT	12	14	17	20	24	30	37	44	21%
APPLICATION SOFTWARE	2	2	3	3	4	5	5	7	21%
SYSTEM SOFTWARE	1	1	1	1	1	2	2	3	22%
PROFESSIONAL SERVICES	19	22	27	32	39	48	58	70	21%
OTHER	1	1	2	2	2	3	3	4	21%
TOTAL	310	345	385	430	482	545	615	695	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
FOOD/CPG									
TURNKEY SYSTEMS	28	31	34	37	40	45	49	54	10%
EQUIPMENT	13	14	15	16	17	18	20	21	7%
SOFTWARE PRODUCTS	10	12	13	14	16	18	20	22	11%
APPLICATIONS	9	10	11	13	14	16	17	19	11%
SYSTEMS	1	2	2	2	2	2	2	3	9%
PROFESSIONAL SERVICES	4	5	6	7	8	9	10	11	13%
APPLICATIONS SOFTWARE PRODUCTS	27	31	36	41	47	54	62	72	15%
MAINFRAME	4	4	4	5	5	5	6	6	6%
MIDRANGE	16	17	19	21	24	26	29	32	11%
WORKSTATION/PC	8	10	12	15	18	22	28	34	23%
PROFESSIONAL SERVICES	44	48	53	58	63	69	76	83	9%
CONSULTING	11	12	14	15	17	20	22	25	13%
CUSTOM SOFTWARE	27	29	31	34	37	39	42	45	8%
EDUCATION/TRAINING	6	7	8	9	10	11	12	14	11%
SYSTEMS INTEGRATION	11	13	16	19	23	29	35	42	21%
EQUIPMENT	4	5	6	7	8	10	12	15	21%
APPLICATION SOFTWARE	1	1	1	1	1	1	2	2	21%
SYSTEM SOFTWARE	0.2	0.3	0.3	0.4	0.5	0.6	0.7	0.9	22%
PROFESSIONAL SERVICES	6	7	9	11	13	16	19	23	21%
OTHER	0.4	0.4	0.5	0.6	0.8	0.9	1.1	1.4	21%
TOTAL	110	123	138	155	174	197	222	252	13%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	88	94	101	109	118	123	131	141	7%
EQUIPMENT	41	42	44	47	48	49	53	55	4%
SOFTWARE PRODUCTS	32	36	38	42	46	50	53	57	8%
APPLICATIONS	28	31	33	37	41	44	46	50	8%
SYSTEMS	5	5	5	5	6	6	6	7	6%
PROFESSIONAL SERVICES	14	16	18	20	23	24	26	29	10%
APPLICATIONS SOFTWARE PRODUCTS	95	106	119	134	152	172	195	224	13%
MAINFRAME	44	46	48	50	52	54	57	60	4%
MIDRANGE	22	25	27	30	33	36	41	45	11%
WORKSTATION/PC	29	35	44	54	67	83	97	119	23%
PROFESSIONAL SERVICES	63	68	74	79	85	91	98	105	7%
CONSULTING	15	16	18	20	22	24	27	30	11%
CUSTOM SOFTWARE	39	42	45	47	49	51	53	56	5%
EDUCATION/TRAINING	10	10	11	13	14	15	17	19	11%
SYSTEMS INTEGRATION	28	33	38	44	51	60	69	80	16%
EQUIPMENT	10	11	13	15	18	21	24	28	16%
APPLICATION SOFTWARE	1	1	1	2	2	2	3	3	16%
SYSTEM SOFTWARE	1	1	1	1	2	2	2	2	15%
PROFESSIONAL SERVICES	16	18	21	24	29	33	39	45	16%
OTHER	1	1	1	1	1	1	2	2	15%
TOTAL	274	301	331	365	406	446	493	550	10%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	2	2	3	3	3	4	4	4	10%
EQUIPMENT	1	1	1	1	2	2	2	2	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	2	10%
APPLICATIONS	1	1	1	1	1	1	1	1	10%
SYSTEMS	0	0	0	0	0	0	0	0	10%
PROFESSIONAL SERVICES	0	0	0	0	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	2	2	3	3	3	4	5	5	15%
MAINFRAME	1	1	1	1	1	1	1	1	9%
MIDRANGE	1	1	1	1	1	1	1	1	11%
WORKSTATION/PC	1	1	1	1	2	2	2	3	23%
PROFESSIONAL SERVICES	8	10	11	12	13	14	15	17	10%
CONSULTING	2	2	3	3	3	4	4	5	13%
CUSTOM SOFTWARE	5	6	6	7	7	8	9	9	8%
EDUCATION/TRAINING	1	1	2	2	2	2	2	3	11%
SYSTEMS INTEGRATION	1	1	2	2	2	2	3	3	14%
EQUIPMENT	0	1	1	1	1	1	1	1	14%
APPLICATION SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
PROFESSIONAL SERVICES	0	1	1	1	1	1	1	1	14%
OTHER	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	13%
TOTAL	13	16	17	19	21	24	27	30	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	2	2	2	3	3	3	3	4	10%
EQUIPMENT	1	1	1	1	1	1	2	2	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	1	10%
APPLICATIONS	1	1	1	1	1	1	1	1	10%
SYSTEMS	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	10%
PROFESSIONAL SERVICES	0	0	0	0	0	0	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	3	4	5	5	6	7	9	10	17%
MAINFRAME	1	1	1	1	1	1	1	1	9%
MIDRANGE	1	2	2	2	2	2	3	3	11%
WORKSTATION/PC	1	2	2	3	3	4	5	6	23%
PROFESSIONAL SERVICES	7	8	9	10	11	12	13	14	10%
CONSULTING	2	2	2	3	3	3	4	4	13%
CUSTOM SOFTWARE	4	5	5	6	6	7	7	8	8%
EDUCATION/TRAINING	1	1	1	1	2	2	2	2	11%
SYSTEMS INTEGRATION	3	4	5	5	6	7	9	9	19%
EQUIPMENT	1	1	1	1	2	2	2	3	32%
APPLICATION SOFTWARE	1	1	1	1	1	1	2	2	15%
SYSTEM SOFTWARE	1	1	1	1	1	1	1	1	21%
PROFESSIONAL SERVICES	1	1	1	2	2	2	2	2	17%
OTHER	1	1	1	1	1	1	1	1	15%
TOTAL	16	18	21	23	26	29	34	38	14%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
OTHER PROCESS									
TURNKEY SYSTEMS	34	37	41	45	49	54	59	65	10%
EQUIPMENT	16	18	19	21	24	26	28	31	10%
SOFTWARE PRODUCTS	12	13	15	16	18	19	21	24	10%
APPLICATIONS	10	11	13	14	15	17	18	20	10%
SYSTEMS	2	2	2	2	2	3	3	3	10%
PROFESSIONAL SERVICES	5	6	6	7	8	9	9	10	10%
APPLICATIONS SOFTWARE PRODUCTS	36	41	47	54	62	72	86	101	16%
MAINFRAME	10	11	12	12	13	14	17	18	9%
MIDRANGE	12	14	15	17	19	21	24	26	11%
WORKSTATION/PC	13	16	20	24	30	37	46	56	23%
PROFESSIONAL SERVICES	127	144	159	174	191	209	229	252	10%
CONSULTING	31	35	40	45	50	57	64	73	13%
CUSTOM SOFTWARE	79	89	94	103	112	120	130	140	8%
EDUCATION/TRAINING	18	21	25	26	29	32	35	39	11%
SYSTEMS INTEGRATION	10	22	24	27	31	36	41	47	14%
EQUIPMENT	5	10	11	12	14	16	18	21	14%
APPLICATION SOFTWARE	0	1	1	1	1	1	1	1	13%
SYSTEM SOFTWARE	0	1	1	1	1	1	1	1	13%
PROFESSIONAL SERVICES	5	10	11	13	15	17	19	22	14%
OTHER	0	1	1	1	1	1	1	1	13%
TOTAL	207	244	271	300	333	371	416	464	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $150M- $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	289	317	346	377	412	448	490	535	9%
EQUIPMENT	136	144	154	165	173	184	201	215	7%
SOFTWARE PRODUCTS	107	120	130	145	160	177	194	214	10%
APPLICATIONS	92	104	113	128	141	156	170	188	10%
SYSTEMS	15	16	17	18	20	22	24	26	9%
PROFESSIONAL SERVICES	46	53	61	67	79	87	95	106	12%
APPLICATIONS SOFTWARE PRODUCTS	259	292	332	376	431	494	570	659	14%
MAINFRAME	78	82	87	91	95	100	108	115	6%
MIDRANGE	103	114	126	138	154	169	188	208	10%
WORKSTATION/PC	78	96	119	147	183	226	273	337	23%
PROFESSIONAL SERVICES	467	516	565	618	674	736	805	881	9%
CONSULTING	114	126	143	160	180	204	228	257	13%
CUSTOM SOFTWARE	285	314	334	362	391	418	447	480	7%
EDUCATION/TRAINING	68	76	88	95	104	114	129	144	11%
SYSTEMS INTEGRATION	109	138	163	193	229	275	329	391	19%
EQUIPMENT	38	49	58	69	82	98	117	139	19%
APPLICATION SOFTWARE	6	7	8	10	11	13	17	20	19%
SYSTEM SOFTWARE	3	4	5	6	6	8	9	10	18%
PROFESSIONAL SERVICES	58	73	87	103	122	147	175	209	19%
OTHER	4	5	5	6	7	9	11	13	18%
TOTAL	1124	1264	1406	1563	1746	1954	2193	2466	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	4	5	5	6	6	7	7	8	10%
EQUIPMENT	2	2	2	2	3	3	3	3	7%
SOFTWARE PRODUCTS	2	2	2	2	2	3	3	3	11%
APPLICATIONS	1	2	2	2	2	2	3	3	11%
SYSTEMS	0	0	0	0	0	0	0	0	9%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	2	13%
APPLICATIONS SOFTWARE PRODUCTS	3	3	4	4	5	6	7	8	15%
MAINFRAME	1	1	1	1	1	1	1	1	6%
MIDRANGE	2	2	2	2	2	3	3	3	10%
WORKSTATION/PC	1	1	1	2	2	2	3	4	24%
PROFESSIONAL SERVICES	7	7	8	9	10	11	12	13	9%
CONSULTING	2	2	2	2	3	3	3	4	13%
CUSTOM SOFTWARE	4	4	5	5	6	6	6	7	8%
EDUCATION/TRAINING	1	1	1	1	1	2	2	2	11%
SYSTEMS INTEGRATION	2	2	2	3	4	4	5	6	21%
EQUIPMENT	1	1	1	1	1	2	2	2	21%
APPLICATION SOFTWARE	0.1	0.1	0.1	0.2	0.2	0.2	0.3	0.3	21%
SYSTEM SOFTWARE	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	22%
PROFESSIONAL SERVICES	1	1	1	2	2	2	3	4	21%
OTHER	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	21%
TOTAL	16	17	19	22	24	27	31	35	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	54	59	65	72	78	87	96	105	10%
EQUIPMENT	25	27	29	31	32	35	38	41	7%
SOFTWARE PRODUCTS	20	23	25	28	31	35	38	43	11%
APPLICATIONS	17	20	22	25	27	31	34	38	11%
SYSTEMS	3	3	3	3	4	4	5	5	9%
PROFESSIONAL SERVICES	9	10	12	13	15	17	19	22	13%
APPLICATIONS SOFTWARE PRODUCTS	38	43	48	55	63	73	84	98	15%
MAINFRAME	7	8	8	9	9	10	11	11	6%
MIDRANGE	20	22	24	26	29	32	36	39	10%
WORKSTATION/PC	10	13	16	20	25	31	38	47	24%
PROFESSIONAL SERVICES	86	94	103	112	123	135	147	162	9%
CONSULTING	21	23	26	30	33	38	42	48	13%
CUSTOM SOFTWARE	52	57	60	66	71	76	81	87	8%
EDUCATION/TRAINING	12	14	16	17	19	21	24	26	11%
SYSTEMS INTEGRATION	22	26	31	38	45	56	68	82	21%
EQUIPMENT	8	9	11	13	16	19	23	28	21%
APPLICATION SOFTWARE	1	1	2	2	2	3	4	4	21%
SYSTEM SOFTWARE	0	1	1	1	1	1	1	2	22%
PROFESSIONAL SERVICES	12	14	17	21	25	31	37	45	21%
OTHER	1	1	1	1	1	2	2	3	21%
TOTAL	199	222	247	276	310	350	395	447	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFGR									
TURNKEY SYSTEMS	167	185	203	223	244	269	297	327	10%
EQUIPMENT	79	83	90	96	100	108	119	128	7%
SOFTWARE PRODUCTS	62	70	77	87	96	108	119	133	11%
APPLICATIONS	53	61	67	76	85	95	105	117	11%
SYSTEMS	9	9	10	10	12	13	14	16	9%
PROFESSIONAL SERVICES	27	31	37	40	48	54	59	67	13%
APPLICATIONS SOFTWARE PRODUCTS	118	133	151	171	197	227	262	304	15%
MAINFRAME	23	25	26	28	29	31	33	35	6%
MIDRANGE	63	69	75	82	91	101	111	123	10%
WORKSTATION/PC	32	39	49	61	77	95	117	146	24%
PROFESSIONAL SERVICES	266	292	319	350	383	419	459	503	9%
CONSULTING	67	73	82	92	104	118	132	149	13%
CUSTOM SOFTWARE	161	176	187	204	221	237	253	272	8%
EDUCATION/TRAINING	39	43	49	53	58	65	73	82	11%
SYSTEMS INTEGRATION	68	80	97	117	141	174	211	256	21%
EQUIPMENT	23	28	33	40	49	60	73	89	21%
APPLICATION SOFTWARE	4	4	5	6	7	9	11	13	21%
SYSTEM SOFTWARE	1	2	2	2	3	4	4	5	22%
PROFESSIONAL SERVICES	37	44	53	64	77	96	116	141	21%
OTHER	2	3	3	4	5	6	7	8	21%
TOTAL	619	690	770	860	964	1090	1229	1390	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
FOOD/CPG									
TURNKEY SYSTEMS	62	68	75	82	90	99	109	120	10%
EQUIPMENT	29	31	33	35	37	40	44	47	7%
SOFTWARE PRODUCTS	23	26	28	32	35	40	44	49	11%
APPLICATIONS	20	23	25	28	31	35	39	43	11%
SYSTEMS	3	3	4	4	4	5	5	6	9%
PROFESSIONAL SERVICES	10	12	13	15	18	20	22	25	13%
APPLICATIONS SOFTWARE PRODUCTS	61	69	79	91	104	120	138	160	15%
MAINFRAME	8	9	10	10	11	12	12	13	6%
MIDRANGE	35	38	43	47	52	58	65	72	11%
WORKSTATION/PC	18	22	27	33	41	50	61	76	23%
PROFESSIONAL SERVICES	98	107	118	129	141	154	169	185	9%
CONSULTING	24	27	30	34	38	43	49	55	13%
CUSTOM SOFTWARE	59	65	69	75	81	87	93	100	8%
EDUCATION/TRAINING	14	16	18	20	22	24	27	30	11%
SYSTEMS INTEGRATION	25	30	36	43	52	64	78	94	21%
EQUIPMENT	9	10	12	15	18	22	27	33	21%
APPLICATION SOFTWARE	1	2	2	2	3	3	4	5	21%
SYSTEM SOFTWARE	1	1	1	1	1	1	2	2	22%
PROFESSIONAL SERVICES	14	16	20	24	28	35	43	52	21%
OTHER	1	1	1	1	2	2	3	3	21%
TOTAL	245	274	307	344	386	437	494	560	13%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	58	63	67	72	78	82	88	94	7%
EQUIPMENT	27	28	30	31	32	33	35	37	4%
SOFTWARE PRODUCTS	22	24	26	28	31	33	35	38	8%
APPLICATIONS	19	21	22	25	27	29	31	34	8%
SYSTEMS	3	3	3	3	4	4	4	4	6%
PROFESSIONAL SERVICES	9	11	12	13	15	16	17	19	10%
APPLICATIONS SOFTWARE PRODUCTS	63	70	79	89	101	115	130	149	13%
MAINFRAME	29	31	32	33	34	36	38	40	4%
MIDRANGE	15	16	18	20	22	24	27	30	11%
WORKSTATION/PC	19	23	29	36	45	55	65	79	23%
PROFESSIONAL SERVICES	42	46	49	53	57	61	65	70	7%
CONSULTING	10	11	12	13	15	16	18	20	11%
CUSTOM SOFTWARE	26	28	30	31	33	34	36	37	5%
EDUCATION/TRAINING	6	7	8	8	9	10	12	13	11%
SYSTEMS INTEGRATION	19	22	25	29	34	40	46	54	16%
EQUIPMENT	6	8	9	10	12	14	16	19	16%
APPLICATION SOFTWARE	1	1	1	1	1	2	2	2	16%
SYSTEM SOFTWARE	1	1	1	1	1	1	1	2	15%
PROFESSIONAL SERVICES	10	12	14	16	19	22	26	30	16%
OTHER	0	1	1	1	1	1	1	1	15%
TOTAL	183	201	221	243	271	297	329	367	10%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	15	16	18	19	21	23	26	28	10%
EQUIPMENT	7	8	8	9	10	11	12	14	10%
SOFTWARE PRODUCTS	5	6	6	7	8	8	9	10	10%
APPLICATIONS	5	5	5	6	7	7	8	9	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	3	3	3	3	4	4	5	10%
APPLICATIONS SOFTWARE PRODUCTS	13	14	16	19	21	25	30	34	15%
MAINFRAME	4	5	5	5	6	6	7	8	9%
MIDRANGE	4	4	5	6	6	7	8	8	11%
WORKSTATION/PC	4	5	6	8	10	12	15	18	23%
PROFESSIONAL SERVICES	55	63	69	76	83	91	99	109	10%
CONSULTING	13	15	17	20	22	25	28	31	13%
CUSTOM SOFTWARE	34	38	41	45	48	52	56	61	8%
EDUCATION/TRAINING	8	9	11	11	13	14	15	17	11%
SYSTEMS INTEGRATION	4	9	10	12	13	16	18	20	14%
EQUIPMENT	2	4	5	5	6	7	8	9	14%
APPLICATION SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
SYSTEM SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
PROFESSIONAL SERVICES	2	4	5	6	6	7	8	10	14%
OTHER	0.1	0.3	0.3	0.3	0.4	0.5	0.5	0.6	13%
TOTAL	87	102	113	125	139	154	172	192	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	1	2	2	2	2	2	3	3	10%
EQUIPMENT	1	1	1	1	1	1	1	1	10%
SOFTWARE PRODUCTS	1	1	1	1	1	1	1	1	10%
APPLICATIONS	0	0	1	1	1	1	1	1	10%
SYSTEMS	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	10%
PROFESSIONAL SERVICES	0	0	0	0	0	0	0	0	10%
APPLICATIONS SOFTWARE PRODUCTS	3	3	4	4	5	6	7	8	17%
MAINFRAME	0	0	1	1	1	1	1	1	9%
MIDRANGE	1	1	1	1	2	2	2	2	11%
WORKSTATION/PC	1	1	2	2	3	3	4	5	23%
PROFESSIONAL SERVICES	6	6	7	8	8	9	10	11	10%
CONSULTING	1	2	2	2	2	2	3	3	13%
CUSTOM SOFTWARE	3	4	4	4	5	5	6	6	8%
EDUCATION/TRAINING	1	1	1	1	1	1	2	2	11%
SYSTEMS INTEGRATION	3	4	5	5	6	6	7	7	13%
EQUIPMENT	1	1	1	1	1	1	1	1	15%
APPLICATION SOFTWARE	1	1	1	1	1	1	1	1	0%
SYSTEM SOFTWARE	1	1	1	1	1	1	1	1	15%
PROFESSIONAL SERVICES	1	1	2	2	2	2	3	3	20%
OTHER	1	1	1	1	1	1	1	1	15%
TOTAL	13	14	17	19	21	23	26	28	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
OTHER PROCESS									
TURNKEY SYSTEMS	51	56	62	68	75	83	91	100	10%
EQUIPMENT	25	27	30	33	36	40	44	48	10%
SOFTWARE PRODUCTS	19	20	22	25	27	30	33	36	10%
APPLICATIONS	16	18	19	21	23	26	28	31	10%
SYSTEMS	3	3	3	3	4	4	5	5	10%
PROFESSIONAL SERVICES	8	9	10	11	12	13	15	16	10%
APPLICATIONS SOFTWARE PRODUCTS	55	63	72	83	95	110	132	154	16%
MAINFRAME	16	17	18	19	20	21	26	28	9%
MIDRANGE	19	21	24	26	30	33	36	40	11%
WORKSTATION/PC	20	25	31	38	46	57	70	86	23%
PROFESSIONAL SERVICES	195	221	244	267	293	321	351	386	10%
CONSULTING	47	53	61	69	77	87	98	111	13%
CUSTOM SOFTWARE	121	136	145	158	171	184	199	214	8%
EDUCATION/TRAINING	28	32	38	41	45	49	54	60	11%
SYSTEMS INTEGRATION	16	33	37	42	48	55	63	72	14%
EQUIPMENT	7	15	16	18	21	24	28	32	14%
APPLICATION SOFTWARE	0	1	1	1	1	2	2	2	13%
SYSTEM SOFTWARE	0	1	1	1	1	2	2	2	13%
PROFESSIONAL SERVICES	7	16	17	20	23	26	30	34	14%
OTHER	0	1	1	1	1	2	2	2	13%
TOTAL	317	374	415	460	511	568	637	712	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $500M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	343	378	413	452	494	541	594	651	9%
EQUIPMENT	162	172	185	199	209	225	247	266	7%
SOFTWARE PRODUCTS	126	142	155	173	191	213	233	258	10%
APPLICATIONS	109	123	135	152	168	187	205	227	11%
SYSTEMS	18	19	20	21	24	26	29	31	9%
PROFESSIONAL SERVICES	55	63	73	79	94	103	113	127	12%
APPLICATIONS SOFTWARE PRODUCTS	307	348	396	450	517	594	689	799	15%
MAINFRAME	80	84	90	94	98	104	115	122	6%
MIDRANGE	134	149	164	181	201	222	246	273	11%
WORKSTATION/PC	94	115	142	176	218	269	328	404	23%
PROFESSIONAL SERVICES	644	715	784	858	938	1026	1122	1230	9%
CONSULTING	158	175	200	223	250	284	319	359	13%
CUSTOM SOFTWARE	394	435	463	503	544	584	625	673	8%
EDUCATION/TRAINING	93	104	122	131	144	158	178	198	11%
SYSTEMS INTEGRATION	130	173	204	240	284	343	408	485	19%
EQUIPMENT	46	63	74	87	103	124	148	175	19%
APPLICATION SOFTWARE	7	9	10	11	14	16	19	23	18%
SYSTEM SOFTWARE	3	5	6	7	8	9	10	12	18%
PROFESSIONAL SERVICES	69	91	107	127	151	182	217	259	19%
OTHER	4	6	7	8	9	11	14	16	18%
TOTAL	1425	1613	1797	2000	2233	2504	2814	3166	12%

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: 1/18/93

Confidential: Y / N
Urgent: (Y) / N

To: Name: Susan Lane / Susan Erdman

Tel./Location: 312-507-4978

Co.: Ernderson

Page: 1 of 4

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Jerome Pennington for Tom Flaherty

Subject: Total US IS forecast by industry (INPUT)

ADM 341/05 1/92

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: 1/25/93

Confidential: Y / N
Urgent: Y / N

To: Name: Susan Eidman

Tel./Location: 312-507-4978

Co.: Cordison

Page: 1 of 25

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Jeanne Tennant

Subject: charts to discuss

ADM 341/05 1/92

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
United Kingdom, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
United Kingdom IS Market	8689	4%	9068	9735	10456	11338	12500	13779	10%
Processing Services	592	3%	611	624	644	663	691	709	4%
- Transaction Processing	488	1%	494	494	501	501	507	507	1%
- Utility Processing	20	0%	20	20	20	20	21	20	0%
- Other Processing	85	15%	98	111	124	143	163	182	17%
Turnkey Systems	1539	4%	1604	1710	1828	1953	2102	2253	8%
- Equipment	780	0%	780	793	806	819	839	852	2%
- Software Products	363	7%	389	442	489	549	607	680	13%
- Professional Services	397	10%	436	475	533	585	657	722	13%
Application Software	852	9%	930	1001	1079	1157	1294	1437	11%
- Mainframe	91	0%	91	91	91	91	91	91	0%
- Minicomputer	241	5%	254	260	273	286	293	306	5%
- Workstation/PC	520	13%	585	650	715	780	910	1040	15%
Systems Operations	572	22%	699	904	1102	1383	1726	2120	30%
- Platform Operations	332	14%	377	462	559	683	832	975	24%
- Application Operations	137	24%	169	241	280	358	442	559	33%
- Desktop Services	49	63%	79	110	147	196	269	354	49%
- Network Management	55	33%	73	92	116	147	183	232	33%
Systems Integration	543	13%	614	694	788	891	1015	1171	17%
- Equipment	189	7%	202	228	254	273	306	345	13%
- Software Products	34	15%	40	46	55	65	77	93	22%
- Professional Svervices	306	17%	358	403	462	533	611	709	18%
- Other	15	4%	16	17	18	20	22	25	11%
Professional Services	2472	-5%	2354	2404	2422	2510	2649	2807	3%
- IS Consulting	514	5%	540	572	618	670	741	819	10%
- Education & Training	267	-12%	234	228	228	228	234	241	-2%
-Custom Software	1625	-8%	1495	1495	1430	1430	1430	1430	-3%
- Application Management	67	28%	86	110	147	183	244	318	37%
Network Services	774	10%	852	949	1086	1222	1378	1560	15%
- Electronic Info Svcs	598	7%	637	683	748	806	865	930	9%
- Network Applications	176	22%	215	267	338	416	514	631	29%
Systems Software	1346	4%	1404	1450	1508	1560	1645	1723	5%
- Mainframe	663	-1%	657	637	624	605	592	579	-3%
- Minicomputer	403	6%	429	455	475	501	533	559	7%
- Workstation/PC	280	14%	319	358	410	455	520	585	16%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
France, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
France IS Market	11987	10%	13211	14557	15947	17659	19638	21858	13%
Processing Services	1053	7%	1131	1183	1248	1326	1398	1495	7%
- Transaction Processing	930	7%	995	1040	1092	1157	1216	1294	7%
- Utility Processing	46	0%	46	46	46	46	52	52	3%
- Other Processing	78	17%	91	98	111	124	130	150	14%
Turnkey Systems	1302	9%	1420	1559	1724	1902	2093	2291	12%
- Equipment	676	6%	715	754	806	858	904	956	7%
- Software Products	307	13%	348	396	456	517	592	666	17%
- Professional Services	319	12%	358	410	462	527	598	670	16%
Application Software	1664	11%	1853	2100	2353	2613	3023	3439	16%
- Mainframe	150	4%	156	156	156	156	163	169	2%
- Minicomputer	605	9%	657	709	767	832	910	995	10%
- Workstation/PC	910	14%	1040	1235	1430	1625	1950	2275	20%
Systems Operations	355	19%	423	510	606	722	856	1019	23%
- Platform Operations	143	18%	169	208	247	293	345	416	24%
- Application Operations	137	19%	163	189	221	260	306	351	21%
- Desktop Services	12	58%	20	25	32	41	52	66	40%
- Network Management	63	14%	72	88	107	128	154	186	24%
Systems Integration	515	18%	609	704	813	947	1102	1274	20%
- Equipment	202	23%	247	273	306	345	384	429	16%
- Software Products	31	29%	40	49	60	74	90	110	29%
- Professional Svervices	273	14%	312	371	436	514	611	715	21%
- Other	9	7%	10	11	12	15	18	20	17%
Professional Services	4603	10%	5071	5545	5953	6335	7137	7784	11%
- IS Consulting	488	15%	559	631	709	800	897	1008	16%
- Education & Training	377	9%	410	449	475	514	553	598	10%
-Custom Software	3640	9%	3965	4290	4550	4940	5330	5720	9%
- Application Management	98	40%	138	176	220	282	358	458	36%
Network Services	689	14%	787	930	1105	1326	1586	1924	23%
- Electronic Info Svcs	462	7%	494	540	592	644	696	754	10%
- Network Applications	228	29%	293	390	514	683	891	1170	39%
Systems Software	1807	6%	1918	2028	2145	2288	2444	2633	8%
- Mainframe	839	2%	852	852	852	852	865	878	1%
- Minicomputer	592	8%	637	689	741	806	865	943	10%
- Workstation/PC	377	14%	429	488	553	631	715	813	17%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Germany, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Germany IS Market	8402	12%	9375	10518	11852	13338	15043	16957	15%
Processing Services	831	4%	864	919	957	1007	1051	1117	6%
- Transaction Processing	704	3%	726	759	776	798	814	853	4%
- Utility Processing	39	0%	39	44	44	50	50	50	5%
- Other Processing	88	13%	99	116	138	160	187	215	20%
Turnkey Systems	2132	13%	2419	2735	3101	3501	3948	4414	16%
- Equipment	1084	10%	1194	1304	1430	1557	1700	1826	11%
- Software Products	504	18%	593	689	802	933	1088	1251	20%
- Professional Services	545	16%	633	743	869	1012	1161	1337	20%
Application Software	946	19%	1128	1315	1557	1793	2085	2387	20%
- Mainframe	154	11%	171	193	204	215	226	237	9%
- Minicomputer	297	19%	352	407	473	534	594	666	18%
- Workstation/PC	495	22%	605	715	880	1045	1265	1485	25%
Systems Operations	109	23%	135	168	207	256	311	384	29%
- Platform Operations	28	0%	28	33	39	50	55	61	17%
- Application Operations	33	17%	39	50	61	72	88	110	27%
- Desktop Services	13	70%	21	29	40	52	69	90	48%
- Network Management	36	30%	47	56	69	83	100	123	28%
Systems Integration	483	20%	582	697	844	1036	1261	1558	26%
- Equipment	204	16%	237	275	325	385	457	545	22%
- Software Products	32	29%	42	51	62	80	97	123	31%
- Professional Svervices	237	23%	292	358	440	550	682	858	29%
- Other	11	15%	13	14	18	21	25	32	24%
Professional Services	1844	9%	2014	2237	2485	2796	3115	3457	13%
- IS Consulting	237	14%	270	303	347	396	451	512	17%
- Education & Training	352	3%	363	374	391	407	418	440	5%
-Custom Software	1210	9%	1320	1485	1650	1870	2090	2310	14%
- Application Management	45	37%	62	76	98	123	156	195	34%
Network Services	413	12%	462	545	649	776	919	1089	21%
- Electronic Info Svcs	352	9%	385	440	506	583	660	743	16%
- Network Applications	61	27%	77	105	143	193	259	347	42%
Systems Software	1645	8%	1771	1903	2052	2173	2354	2552	9%
- Mainframe	886	6%	941	979	1034	1067	1122	1177	6%
- Minicomputer	490	7%	523	561	600	633	671	726	8%
- Workstation/PC	270	14%	308	363	418	473	561	649	19%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Italy, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Italy IS Market	4381	10%	4799	5350	5844	6426	7093	7890	12%
Processing Services	505	4%	525	530	540	555	580	600	4%
- Transaction Processing	455	3%	470	475	480	490	510	525	3%
- Utility Processing	10	0%	10	10	10	10	10	10	0%
- Other Processing	40	13%	45	45	50	55	60	65	10%
Turnkey Systems	415	10%	455	506	556	607	662	728	12%
- Equipment	210	5%	220	235	250	260	270	285	6%
- Software Products	90	17%	105	121	141	157	177	203	18%
- Professional Services	115	13%	130	150	165	190	215	240	16%
Application Software	675	11%	750	875	995	1115	1235	1415	16%
- Mainframe	70	7%	75	75	75	75	75	75	1%
- Minicomputer	205	10%	225	250	270	290	310	340	11%
- Workstation/PC	400	13%	450	550	650	750	850	1000	20%
Systems Operations	123	20%	147	178	209	248	299	358	24%
- Platform Operations	50	10%	55	65	75	90	105	125	20%
- Application Operations	55	27%	70	85	100	115	140	165	25%
- Desktop Services	4	43%	5	7	8	10	13	16	35%
- Network Management	14	18%	17	22	26	33	42	52	30%
Systems Integration	161	14%	184	217	251	302	352	420	21%
- Equipment	60	8%	65	75	85	100	115	130	17%
- Software Products	11	23%	14	17	20	24	29	35	26%
- Professional Svervices	85	18%	100	120	140	170	200	245	24%
- Other	5	11%	5	6	7	8	9	10	16%
Professional Services	1428	9%	1559	1760	1903	2065	2285	2511	12%
- IS Consulting	185	14%	210	240	270	305	350	395	16%
- Education & Training	110	-5%	105	115	115	125	130	135	4%
-Custom Software	1100	9%	1200	1350	1450	1550	1700	1850	11%
- Application Management	33	34%	44	55	68	85	105	131	32%
Network Services	200	18%	235	280	325	385	435	510	21%
- Electronic Info Svcs	150	13%	170	190	210	235	250	275	13%
- Network Applications	50	30%	65	90	115	150	185	235	36%
Systems Software	875	8%	945	1005	1065	1150	1245	1350	9%
- Mainframe	385	0%	385	385	375	375	370	370	-1%
- Minicomputer	285	11%	315	335	355	385	415	445	9%
- Workstation/PC	205	20%	245	285	335	390	460	535	21%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Netherlands, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Netherlands IS Market	2635	10%	2891	3189	3537	3956	4441	4999	14%
Processing Services	317	5%	334	350	366	388	408	433	6%
- Transaction Processing	281	5%	295	309	323	341	358	379	6%
- Utility Processing	10	6%	10	10	10	11	11	11	3%
- Other Processing	26	9%	29	31	33	36	39	42	10%
Turnkey Systems	316	9%	346	382	428	486	556	625	15%
- Equipment	158	6%	167	179	193	212	235	254	10%
- Software Products	83	12%	92	104	121	140	164	190	18%
- Professional Services	76	14%	86	98	114	133	156	181	19%
Application Software	344	12%	384	436	494	562	640	727	16%
- Mainframe	37	0%	37	37	37	37	37	37	0%
- Minicomputer	106	10%	116	128	142	156	174	191	13%
- Workstation/PC	201	15%	231	270	315	369	429	498	20%
Systems Operations	62	21%	76	92	107	127	155	190	25%
- Platform Operations	32	11%	35	41	46	53	62	74	18%
- Application Operations	16	19%	19	23	26	30	35	41	20%
- Desktop Services	11	28%	14	19	25	32	42	56	39%
- Network Management	4	100%	7	9	11	12	16	19	40%
Systems Integration	90	19%	107	124	148	172	202	239	22%
- Equipment	35	15%	41	46	53	60	68	77	17%
- Software Products	7	25%	9	11	13	16	19	24	27%
- Professional Svervices	46	20%	55	65	79	93	110	133	24%
- Other	2	33%	2	2	3	3	4	4	18%
Professional Services	979	11%	1087	1199	1324	1477	1650	1846	14%
- IS Consulting	130	13%	148	165	186	211	239	271	16%
- Education & Training	106	8%	114	123	133	146	160	174	11%
-Custom Software	720	10%	792	867	948	1047	1155	1275	12%
- Application Management	23	47%	34	44	56	74	97	127	41%
Network Services	113	14%	128	151	181	221	271	335	24%
- Electronic Info Svcs	77	7%	83	89	98	109	119	132	11%
- Network Applications	35	29%	46	62	83	112	151	203	42%
Systems Software	415	4%	430	457	488	523	560	604	8%
- Mainframe	211	-1%	209	211	214	218	220	223	1%
- Minicomputer	123	6%	130	139	149	160	172	184	8%
- Workstation/PC	81	13%	91	107	125	146	169	197	19%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Spain, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Spain IS Market	1463	11%	1627	1801	2002	2240	2523	2828	14%
Processing Services	168	8%	180	189	200	212	225	238	7%
- Transaction Processing	143	8%	154	161	171	182	193	204	7%
- Utility Processing	11	5%	12	12	12	13	13	13	4%
- Other Processing	14	8%	15	16	17	18	20	21	9%
Turnkey Systems	271	10%	299	333	368	415	473	526	14%
- Equipment	138	8%	149	160	172	189	209	226	10%
- Software Products	67	12%	75	87	99	114	133	151	18%
- Professional Services	67	12%	74	86	97	112	131	149	17%
Application Software	169	15%	195	227	262	306	356	416	20%
- Mainframe	18	6%	19	19	20	20	21	21	4%
- Minicomputer	53	10%	58	65	72	80	88	98	13%
- Workstation/PC	99	19%	118	143	171	206	248	297	25%
Systems Operations	30	24%	37	43	51	61	74	87	24%
- Platform Operations	10	21%	13	14	17	20	23	26	20%
- Application Operations	12	14%	13	15	17	20	24	28	19%
- Desktop Services	2	0%	2	2	3	3	4	6	27%
- Network Management	6	55%	9	12	14	18	23	28	36%
Systems Integration	55	18%	65	76	91	106	125	147	22%
- Equipment	23	10%	25	29	33	37	42	48	16%
- Software Products	3	17%	4	5	6	8	10	12	30%
- Professional Svervices	28	24%	35	41	50	59	70	84	25%
- Other	1	50%	2	2	2	2	3	3	25%
Professional Services	438	11%	485	524	574	625	687	757	12%
- IS Consulting	60	17%	70	82	95	111	129	151	20%
- Education & Training	46	6%	49	51	53	55	58	61	6%
-Custom Software	319	9%	349	371	402	429	462	498	9%
- Application Management	13	26%	16	20	25	31	38	48	30%
Network Services	79	13%	89	102	118	138	159	179	18%
- Electronic Info Svcs	60	10%	66	74	83	94	104	113	13%
- Network Applications	19	20%	23	29	36	45	55	66	28%
Systems Software	253	10%	277	306	338	376	424	476	13%
- Mainframe	120	2%	123	126	129	131	138	140	3%
- Minicomputer	83	14%	95	109	123	140	160	183	17%
- Workstation/PC	50	20%	59	72	86	105	127	153	25%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Hong Kong, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Hong Kong IS Market	196	14%	223	259	302	352	412	483	16%
Processing Services	23	15%	26	29	32	35	39	43	12%
- Transaction Proce	16	18%	19	21	23	25	28	31	12%
- Utility Processin	4	10%	4	5	5	6	6	7	12%
- Other Processing	3	7%	3	3	4	4	4	5	11%
Turnkey Systems	17	5%	18	20	23	26	30	34	14%
- Equipment	8	5%	8	10	11	13	15	17	15%
- Software Products	4	0%	4	4	5	5	5	6	11%
- Professional Serv	5	8%	5	6	7	8	9	11	15%
Application Software	44	9%	48	57	67	79	93	110	17%
- Mainframe		N/A							N/A
- Minicomputer		N/A							N/A
- Workstation/PC		N/A							N/A
Systems Operations	10	8%	11	13	14	16	17	19	13%
- Platform Operatio	7	6%	7	8	9	10	11	13	13%
- Application Opera	4	11%	4	4	5	5	6	7	12%
- Desktop Services		N/A							N/A
- Network Management		N/A							N/A
Systems Integration	10	12%	12	13	15	18	21	24	15%
- Equipment	6	11%	6	7	8	9	10	11	14%
- Software Products	1	30%	1	1	1	2	2	3	18%
- Professional Sver	3	12%	4	4	5	6	7	8	17%
- Other	1	0%	1	1	1	1	1	2	15%
Professional Service	42	12%	46	52	57	64	71	79	13%
- IS Consulting	10	15%	12	13	15	16	18	19	12%
- Education & Train	4	10%	4	5	5	6	6	7	12%
-Custom Software	27	10%	30	34	38	42	47	53	13%
- Application Management		N/A							N/A
Network Services	12	23%	15	18	22	27	32	39	19%
- Electronic Info S	6	21%	7	8	10	11	14	16	18%
- Network Applicati	7	24%	8	10	13	15	19	23	20%
Systems Software	37	25%	46	57	71	88	109	136	21%
- System Control	19	25%	24	30	38	47	59	73	22%
- Data Center Manag	9	23%	11	13	16	19	22	27	18%
- Applications Deve	9	26%	12	15	18	23	28	35	22%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
User Expenditure Forecast By Delivery Mode and Submode
JAPAN, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-9 CAGR (%)
				$ Million (Rounded)					
Japan IS Market	30744	1%	30900	34965	39613	44935	51033	58027	13%
Processing Services	4236	5%	4446	5093	5841	6707	7709	8868	15%
- Transaction Processing	3604	5%	3798	4406	5111	5928	6877	7977	16%
- Utility Processing	211	2%	216	212	207	203	199	195	-2%
- Other Processing	422	2%	432	475	523	575	632	696	10%
Turnkey Systems	2285	-2%	2244	2469	2723	3008	3331	3696	10%
- Equipment	756	-2%	738	782	829	879	932	988	6%
- Software Products	914	-2%	900	972	1050	1134	1224	1322	8%
- Professional Services	615	-2%	606	715	844	996	1175	1386	18%
Application Software	1875	2%	1920	2208	2539	2920	3358	3862	15%
- Mainframe		N/A							N/A
- Minicomputer		N/A							N/A
- Workstation/PC		N/A							N/A
Systems Operations	2045	8%	2202	2532	2912	3349	3851	4429	15%
- Platform Operations	1840	8%	1980	2277	2619	3011	3463	3982	15%
- Application Operations	205	8%	222	255	294	338	388	447	15%
- Desktop Services		N/A							N/A
- Network Management		N/A							N/A
Systems Integration	2320	8%	2496	2945	3476	4103	4844	5720	18%
- Equipment	809	8%	870	1027	1211	1429	1687	1990	18%
- Software Products	234	8%	252	290	333	383	441	507	15%
- Professional Svervices	1213	7%	1302	1549	1844	2194	2611	3107	19%
- Other	64	12%	72	79	87	96	105	116	10%
Professional Services	14115	-3%	13674	15117	16716	18486	20447	22618	11%
- IS Consulting	850	2%	870	940	1015	1096	1184	1278	8%
- Education & Training	563	2%	576	605	635	667	700	735	5%
-Custom Software	12703	-4%	12228	13573	15066	16723	18563	20605	11%
- Application Management		N/A							N/A
Network Services	2203	4%	2286	2733	3267	3907	4673	5590	20%
- Electronic Info Svcs	1096	7%	1176	1423	1722	2083	2521	3050	21%
- Network Applications	1107	0%	1110	1310	1546	1824	2152	2539	18%
Systems Software	1664	-2%	1632	1868	2140	2455	2820	3244	15%
- System Control	650	-7%	606	715	844	996	1175	1386	18%
- Data Center Management	598	0%	600	654	713	777	847	923	9%
- Applications Developmen	416	2%	426	498	583	682	798	934	17%

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Other Asia, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Other Asia IS Market	120	21%	146	173	207	247	296	354	24%
Processing Services	8	6%	9	9	10	11	12	14	11%
- Transaction Processing		N/A							N/A
- Utility Processing		N/A							N/A
- Other Processing		N/A							N/A
Turnkey Systems	7	14%	8	9	10	11	12	13	13%
- Equipment		N/A							N/A
- Software Products		N/A							N/A
- Professional Services		N/A							N/A
Application Software	55	27%	70	85	104	127	155	189	28%
- Mainframe		N/A							N/A
- Minicomputer		N/A							N/A
- Workstation/PC		N/A							N/A
Systems Operations	0	N/A	0	0	0	0	0	0	N/A
- Platform Operations		N/A							N/A
- Application Operations		N/A							N/A
- Desktop Services		N/A							N/A
- Network Management		N/A							N/A
Systems Integration	4	0%	4	4	4	5	5	6	10%
- Equipment		N/A							N/A
- Software Products		N/A							N/A
- Professional Sverviceс		N/A							N/A
- Other		N/A							N/A
Professional Services	11	14%	12	14	16	18	21	24	18%
- IS Consulting		N/A							N/A
- Education & Training		N/A							N/A
-Custom Software		N/A							N/A
- Application Management		N/A							N/A
Network Services	6	25%	8	9	11	13	16	19	25%
- Electronic Info Svcs		N/A							N/A
- Network Applications		N/A							N/A
Systems Software	30	20%	36	43	52	62	75	90	24%
- System Control		N/A							N/A
- Data Center Management		N/A							N/A
- Applications Development		N/A							N/A

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Taiwan, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Taiwan IS Market	174	15%	200	232	268	311	360	418	19%
Processing Services	24	15%	27	31	36	41	47	55	18%
- Transaction Processing	12	17%	14	16	20	23	27	32	22%
- Utility Processing	7	11%	8	9	10	11	12	14	14%
- Other Processing	4	18%	5	6	6	7	8	9	16%
Turnkey Systems	25	11%	28	32	36	41	47	54	16%
- Equipment	13	9%	14	16	17	19	20	22	11%
- Software Products	5	15%	6	7	8	9	11	13	20%
- Professional Services	7	12%	8	9	11	13	16	19	23%
Application Software	19	19%	23	27	33	39	47	57	24%
- Mainframe		N/A							N/A
- Minicomputer		N/A							N/A
- Workstation/PC		N/A							N/A
Systems Operations	18	13%	21	23	25	28	31	34	13%
- Platform Operations	11	14%	13	14	16	18	20	22	14%
- Application Operations	7	11%	8	9	10	11	12	13	12%
- Desktop Services		N/A							N/A
- Network Management		N/A							N/A
Systems Integration	6	25%	8	9	10	12	14	17	21%
- Equipment	3	25%	4	5	5	6	7	8	20%
- Software Products	0	0%	0	0	0	1	1	1	15%
- Professional Svervices	0	0%	0	0	0	0	0	1	15%
- Other	2	33%	3	4	4	5	6	7	25%
Professional Services	39	13%	44	50	58	66	76	86	17%
- IS Consulting	10	17%	11	13	15	17	20	22	18%
- Education & Training	4	9%	5	5	6	6	7	8	12%
-Custom Software	25	13%	28	32	37	42	49	56	18%
- Application Management		N/A							N/A
Network Services	14	25%	18	22	26	31	37	44	25%
- Electronic Info Svcs	12	27%	15	18	22	26	32	38	26%
- Network Applications	2	17%	3	3	4	5	6	6	22%
Systems Software	28	13%	32	38	44	52	60	71	21%
- System Control	15	21%	18	22	26	31	37	44	24%
- Data Center Management	4	9%	5	6	6	7	8	9	15%
- Applications Developmen	8	0%	8	10	12	14	16	18	17%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Australia, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Australia IS Market	1480	14%	1680	1915	2184	2492	2845	3250	17%
Processing Services	165	13%	187	209	233	261	292	327	15%
- Transaction Processing	138	13%	156	175	196	219	245	275	15%
- Utility Processing	9	7%	10	10	11	12	14	15	10%
- Other Processing	18	17%	21	24	26	30	33	37	16%
Turnkey Systems	156	11%	173	193	217	243	272	305	14%
- Equipment	72	11%	80	89	98	109	121	134	13%
- Software Products	39	8%	42	46	51	56	61	68	12%
- Professional Services	45	13%	51	59	67	78	89	103	18%
Application Software	291	13%	330	380	436	502	577	664	18%
- Mainframe		N/A							N/A
- Minicomputer		N/A							N/A
- Workstation/PC		N/A							N/A
Systems Operations	66	11%	73	81	89	97	107	118	12%
- Platform Operations	39	11%	43	48	52	57	63	70	12%
- Application Operations	27	11%	30	33	36	40	44	48	12%
- Desktop Services		N/A							N/A
- Network Management		N/A							N/A
Systems Integration	132	12%	148	170	195	224	257	295	17%
- Equipment	57	9%	62	71	81	92	105	120	16%
- Software Products	13	14%	15	17	20	23	26	30	18%
- Professional Svervices	55	15%	64	74	86	99	115	134	19%
- Other	7	9%	7	8	9	10	11	12	12%
Professional Services	292	15%	335	390	454	528	616	718	20%
- IS Consulting	69	13%	78	92	109	128	151	178	21%
- Education & Training	37	10%	41	45	49	54	60	66	12%
-Custom Software	186	16%	216	253	296	346	405	474	21%
- Application Management		N/A							N/A
Network Services	142	17%	166	189	216	246	282	322	18%
- Electronic Info Svcs	117	15%	135	151	169	190	212	238	15%
- Network Applications	25	24%	31	38	46	57	69	84	27%
Systems Software	235	14%	268	304	344	390	442	501	16%
- System Control	99	16%	115	132	152	175	201	232	19%
- Data Center Management	49	12%	55	62	69	78	87	97	15%
- Applications Developmen	87	12%	98	110	123	137	154	172	15%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Singapore, 1992 - 1997

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Singapore IS Market	239	12%	268	298	332	372	416	466	14%
Processing Services	56	11%	62	68	74	82	90	100	12%
- Transaction Processing		N/A							
- Utility Processing		N/A							
- Other Processing		N/A							
Turnkey Systems	24	8%	26	28	30	34	38	42	12%
- Equipment		N/A							
- Software Products		N/A							
- Professional Services		N/A							
Application Software	42	10%	46	50	56	60	66	72	11%
- Mainframe		N/A							
- Minicomputer		N/A							
- Workstation/PC		N/A							
Systems Operations	0	N/A	0	0	0	0	0	0	0%
- Platform Operations		N/A							
- Application Operations		N/A							
- Desktop Services		N/A							
- Network Management		N/A							
Systems Integration	10	12%	11	12	14	16	18	20	16%
- Equipment		N/A							
- Software Products		N/A							
- Professional Svervices		N/A							
- Other		N/A							
Professional Services	52	9%	57	64	72	80	88	98	14%
- IS Consulting		N/A							
- Education & Training		N/A							
-Custom Software		N/A							
- Application Management		N/A							
Network Services	20	40%	28	34	40	48	58	70	28%
- Electronic Info Svcs		N/A							
- Network Applications		N/A							
Systems Software	35	8%	38	42	46	52	58	64	13%
- Mainframe									
- Minicomputer									
- Workstation/PC									

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Belgium, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Belgium IS Market	1411	12%	1574	1752	1952	2178	2446	2707	14%
Processing Services	148	4%	154	157	162	167	175	177	4%
- Transaction Processing	133	3%	137	139	144	149	155	157	3%
- Utility Processing	4	0%	4	4	4	4	4	4	0%
- Other Processing	11	11%	13	13	14	14	16	16	7%
Turnkey Systems	155	15%	178	200	226	254	286	317	15%
- Equipment	79	11%	87	95	103	111	120	127	10%
- Software Products	38	19%	45	52	61	71	83	95	20%
- Professional Services	38	19%	46	53	62	72	83	95	20%
Application Software	204	16%	237	273	314	362	416	473	18%
- Mainframe	20	3%	21	22	23	23	24	25	4%
- Minicomputer	64	13%	72	80	90	101	113	125	14%
- Workstation/PC	120	20%	144	171	201	237	279	324	22%
Systems Operations	30	20%	36	41	49	57	68	79	21%
- Platform Operations	17	17%	20	23	28	32	37	43	20%
- Application Operations	10	24%	13	15	17	20	25	28	23%
- Desktop Services	1	0%	1	1	1	1	2	2	32%
- Network Management	2	33%	2	2	3	4	5	5	25%
Systems Integration	71	15%	82	98	116	137	161	187	21%
- Equipment	28	13%	32	37	43	48	55	62	17%
- Software Products	5	12%	5	7	8	10	13	15	26%
- Professional Svervices	35	19%	42	51	62	74	89	105	24%
- Other	2	0%	2	3	4	4	5	5	18%
Professional Services	497	12%	555	620	690	770	864	960	14%
- IS Consulting	73	12%	82	94	105	119	134	150	15%
- Education & Training	40	9%	44	47	51	55	59	64	10%
-Custom Software	369	11%	411	456	504	558	621	684	13%
- Application Management	14	25%	18	23	30	38	49	62	34%
Network Services	71	12%	80	89	100	112	127	142	15%
- Electronic Info Svcs	47	8%	51	55	59	64	70	74	9%
- Network Applications	24	20%	29	34	41	48	58	68	23%
Systems Software	235	8%	254	273	295	319	348	371	10%
- Mainframe	121	2%	124	125	127	128	130	128	1%
- Minicomputer	69	13%	78	86	96	107	119	130	13%
- Workstation/PC	44	18%	52	62	72	85	99	113	21%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Austria, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Austria IS Market	767	10%	847	928	1018	1123	1243	1328	12%
Processing Services	106	1%	107	107	109	109	112	109	1%
- Transaction Processing	93	1%	94	94	95	97	99	96	1%
- Utility Processing	4	0%	4	4	4	4	4	4	-3%
- Other Processing	8	0%	8	8	9	9	9	9	1%
Turnkey Systems	175	15%	201	229	259	293	331	362	16%
- Equipment	91	12%	101	113	124	137	151	160	12%
- Software Products	41	19%	49	57	66	76	88	99	19%
- Professional Services	43	18%	50	59	68	80	92	103	19%
Application Software	89	18%	104	118	137	158	181	203	18%
- Mainframe	10	0%	10	11	11	11	11	11	2%
- Minicomputer	28	13%	31	35	40	45	50	54	14%
- Workstation/PC	51	24%	63	72	87	102	120	138	22%
Systems Operations	10	25%	12	14	16	19	23	26	22%
- Platform Operations	4	17%	4	5	5	7	7	8	17%
- Application Operations	4	17%	4	5	5	6	7	8	17%
- Desktop Services	1	50%	2	2	2	3	4	5	32%
- Network Management	1	50%	2	2	3	4	5	6	38%
Systems Integration	22	24%	28	32	37	42	49	56	20%
- Equipment	10	18%	12	13	15	17	19	21	16%
- Software Products	1	50%	2	2	2	3	4	5	32%
- Professional Svervices	11	22%	13	16	19	22	26	30	23%
- Other	0	20%	1	1	1	1	1	1	17%
Professional Services	179	9%	196	217	235	260	285	299	11%
- IS Consulting	24	10%	26	30	34	37	41	45	13%
- Education & Training	25	-7%	23	24	25	26	26	26	1%
-Custom Software	126	12%	141	156	168	186	204	213	11%
- Application Management	5	25%	6	7	9	11	13	15	26%
Network Services	35	9%	38	43	47	52	59	65	13%
- Electronic Info Svcs	30	6%	32	35	37	40	43	44	8%
- Network Applications	5	25%	6	8	10	13	17	21	34%
Systems Software	152	6%	161	169	178	190	202	207	6%
- Mainframe	74	0%	74	73	73	72	71	68	-2%
- Minicomputer	47	9%	52	55	59	63	68	70	8%
- Workstation/PC	31	18%	36	41	47	55	62	69	18%

Note: Totals may not add due to rounding

1NFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Denmark, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
					$ Million (Rounded)				
Denmark IS Market	1169	8%	1261	1361	1477	1590	1689	1778	9%
Processing Services	311	0%	310	310	312	311	307	299	-1%
- Transaction Processing	286	0%	284	283	284	283	279	270	-1%
- Utility Processing	6	0%	6	6	5	5	5	5	-2%
- Other Processing	20	0%	20	21	22	23	23	23	3%
Turnkey Systems	179	9%	196	214	231	247	263	274	9%
- Equipment	93	5%	98	104	108	112	114	115	4%
- Software Products	43	13%	48	53	59	65	71	76	12%
- Professional Services	44	14%	50	56	64	70	77	83	14%
Application Software	122	13%	138	158	182	209	236	266	17%
- Mainframe	10	0%	10	10	10	10	10	10	0%
- Minicomputer	40	11%	44	49	55	61	67	73	13%
- Workstation/PC	72	17%	84	99	117	138	159	183	21%
Systems Operations	14	26%	17	20	25	29	35	41	25%
- Platform Operations	5	25%	6	7	8	10	11	13	21%
- Application Operations	6	10%	7	8	9	10	12	13	17%
- Desktop Services	2	67%	3	4	5	7	8	10	41%
- Network Management	1	50%	2	2	2	3	4	5	35%
Systems Integration	26	16%	30	34	39	44	49	53	15%
- Equipment	10	12%	11	13	14	16	16	17	11%
- Software Products	2	0%	2	2	3	4	4	5	22%
- Professional Svervices	13	23%	16	19	21	24	27	29	17%
- Other	1	0%	1	1	1	1	1	1	15%
Professional Services	297	9%	323	350	382	412	436	455	9%
- IS Consulting	48	11%	53	59	67	73	80	85	12%
- Education & Training	25	7%	26	29	31	33	34	34	6%
-Custom Software	213	7%	228	243	261	276	285	291	6%
- Application Management	11	32%	15	19	24	30	37	46	32%
Network Services	53	16%	61	72	86	101	118	137	21%
- Electronic Info Svcs	34	9%	37	41	45	49	51	53	9%
- Network Applications	19	29%	24	31	41	53	67	83	35%
Systems Software	167	11%	185	203	220	235	245	253	9%
- Mainframe	70	4%	73	76	77	77	77	74	1%
- Minicomputer	58	14%	67	71	77	82	82	82	7%
- Workstation/PC	39	18%	46	56	67	77	87	97	20%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Finalnd, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Finland IS Market	754	8%	814	880	934	996	1064	1147	9%
Processing Services	145	2%	147	147	145	142	140	139	-1%
- Transaction Processing	130	1%	132	132	129	126	124	123	-1%
- Utility Processing	4	0%	4	4	4	4	4	4	-3%
- Other Processing	10	6%	11	11	12	12	12	13	4%
Turnkey Systems	115	12%	129	141	150	159	170	181	9%
- Equipment	58	8%	63	67	69	71	73	76	5%
- Software Products	28	15%	32	37	40	43	47	52	13%
- Professional Services	29	17%	34	38	41	45	49	53	13%
Application Software	98	12%	110	122	134	148	163	182	13%
- Mainframe	11	0%	11	10	10	10	9	9	-4%
- Minicomputer	31	10%	34	37	40	43	46	50	10%
- Workstation/PC	57	16%	66	75	84	96	108	123	17%
Systems Operations	25	14%	29	35	40	47	56	65	21%
- Platform Operations	13	14%	14	17	20	23	27	31	19%
- Application Operations	9	13%	10	12	13	16	18	22	19%
- Desktop Services	1	50%	2	2	2	3	4	5	32%
- Network Management	2	0%	2	4	4	5	7	8	28%
Systems Integration	10	18%	12	13	14	16	18	21	16%
- Equipment	4	14%	5	5	6	7	7	8	15%
- Software Products	1	100%	1	1	1	2	2	2	32%
- Professional Svervices	5	11%	6	7	7	8	8	10	12%
- Other	0	N/A	0	0	0	0	1	1	ERR
Professional Services	210	9%	229	256	278	302	325	353	11%
- IS Consulting	32	13%	36	41	46	51	56	62	14%
- Education & Training	20	6%	21	23	24	25	27	28	7%
-Custom Software	153	8%	165	183	198	213	228	246	10%
- Application Management	5	33%	7	8	10	13	14	17	26%
Network Services	30	12%	34	37	41	44	47	52	11%
- Electronic Info Svcs	20	9%	22	23	25	26	27	28	7%
- Network Applications	10	18%	12	14	16	18	20	23	18%
Systems Software	121	2%	124	128	131	137	145	154	5%
- Mainframe	56	-5%	53	52	49	46	45	44	-5%
- Minicomputer	38	6%	40	42	44	46	49	52	6%
- Workstation/PC	26	14%	30	34	38	44	51	59	17%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Greece, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Greece IS Market	170	15%	196	227	265	310	365	421	20%
Processing Services	26	11%	29	32	37	41	46	50	14%
- Transaction Processing	23	10%	26	29	32	36	40	44	14%
- Utility Processing	1	0%	1	1	2	2	2	2	8%
- Other Processing	2	33%	2	2	3	3	4	4	15%
Turnkey Systems	34	16%	40	46	52	62	74	86	20%
- Equipment	17	10%	19	22	24	28	32	35	15%
- Software Products	8	23%	10	11	13	16	20	23	25%
- Professional Services	9	20%	11	13	15	19	23	27	25%
Application Software	16	22%	20	24	29	35	44	53	27%
- Mainframe	2	0%	2	2	2	2	2	2	6%
- Minicomputer	5	12%	5	6	7	8	10	11	19%
- Workstation/PC	10	31%	13	16	20	25	32	40	33%
Systems Operations	2	33%	2	3	4	4	5	6	27%
- Platform Operations	1	0%	1	1	2	2	2	2	15%
- Application Operations	1	0%	1	1	1	1	1	2	25%
- Desktop Services	0	N/A	0	0	0	1	1	1	30%
- Network Management	0	ERR	1	1	1	1	1	1	25%
Systems Integration	4	33%	5	6	7	8	10	12	27%
- Equipment	2	0%	2	2	3	3	4	4	18%
- Software Products	0	ERR	1	1	1	1	1	1	25%
- Professional Svervices	2	33%	2	3	4	5	5	7	30%
- Other	0	N/A	0	0	0	0	0	0	18%
Professional Services	49	15%	56	65	76	88	103	119	20%
- IS Consulting	5	11%	6	7	8	9	11	12	17%
- Education & Training	5	0%	5	6	7	7	8	8	9%
-Custom Software	38	17%	44	52	61	71	84	98	21%
- Application Management	0	N/A	0	0	1	1	1	1	28%
Network Services	8	14%	10	11	14	17	21	25	24%
- Electronic Info Svcs	6	10%	7	8	8	10	11	13	16%
- Network Applications	2	25%	3	4	5	7	10	12	38%
Systems Software	31	12%	34	40	46	53	61	70	18%
- Mainframe	15	4%	16	17	19	20	21	22	8%
- Minicomputer	10	12%	11	13	15	18	21	24	20%
- Workstation/PC	6	30%	8	10	12	16	19	24	32%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Ireland, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Ireland IS Market	333	8%	359	389	424	463	503	551	11%
Processing Services	41	0%	41	40	40	39	39	40	-1%
- Transaction Processing	32	-2%	32	31	29	28	28	28	-3%
- Utility Processing	1	0%	1	1	1	1	1	1	0%
- Other Processing	7	8%	8	8	9	10	10	11	8%
Turnkey Systems	73	10%	80	86	92	100	107	116	10%
- Equipment	40	6%	43	45	46	49	50	52	5%
- Software Products	16	15%	18	19	22	24	27	30	14%
- Professional Services	17	14%	19	22	24	28	31	34	15%
Application Software	42	13%	47	54	61	70	79	90	16%
- Mainframe	5	0%	5	5	5	5	5	5	0%
- Minicomputer	11	11%	13	14	15	16	17	19	11%
- Workstation/PC	25	17%	29	35	41	49	56	65	21%
Systems Operations	5	13%	5	6	8	9	10	12	20%
- Platform Operations	2	0%	2	3	4	4	5	7	22%
- Application Operations	1	50%	2	2	2	2	2	2	8%
- Desktop Services	0	N/A	0	0	1	1	1	1	0%
- Network Management	1	0%	1	1	2	2	2	3	20%
Systems Integration	5	12%	5	7	8	9	10	12	20%
- Equipment	2	33%	2	2	3	3	4	4	18%
- Software Products	1	0%	1	1	1	1	1	1	15%
- Professional Svervices	2	0%	2	3	4	5	5	7	22%
- Other	0	N/A	0	0	0	0	0	0	0%
Professional Services	96	8%	104	115	127	140	153	166	12%
- IS Consulting	11	5%	12	13	13	14	15	16	6%
- Education & Training	10	6%	10	11	11	11	12	13	7%
-Custom Software	74	7%	79	89	100	110	121	131	12%
- Application Management	1	100%	2	2	3	4	5	6	38%
Network Services	10	13%	11	13	16	19	22	27	23%
- Electronic Info Svcs	7	0%	7	8	9	10	11	12	13%
- Network Applications	3	40%	4	5	7	9	11	15	38%
Systems Software	62	5%	65	68	73	77	83	88	7%
- Mainframe	32	-4%	31	29	29	28	28	26	-4%
- Minicomputer	18	10%	20	21	23	25	27	29	10%
- Workstation/PC	13	19%	15	17	20	24	28	32	21%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Norway, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Norway IS Market	1048	9%	1139	1211	1304	1411	1537	1665	10%
Processing Services	323	4%	337	338	341	346	350	354	2%
- Transaction Processing	296	4%	308	308	311	314	317	320	2%
- Utility Processing	7	0%	7	7	6	6	6	6	-2%
- Other Processing	20	6%	22	23	24	25	26	28	6%
Turnkey Systems	138	11%	154	163	176	193	212	229	11%
- Equipment	73	9%	79	83	88	95	103	109	8%
- Software Products	33	16%	38	42	46	53	60	67	15%
- Professional Services	32	11%	36	38	41	46	50	54	11%
Application Software	104	16%	120	137	157	178	206	238	18%
- Mainframe	11	0%	11	11	11	11	11	11	0%
- Minicomputer	32	13%	37	41	47	53	60	67	16%
- Workstation/PC	60	20%	72	84	99	114	135	159	22%
Systems Operations	16	26%	20	25	29	37	43	52	26%
- Platform Operations	7	17%	8	10	11	14	16	18	20%
- Application Operations	6	20%	7	8	10	12	14	16	22%
- Desktop Services	2	67%	3	4	5	7	8	11	43%
- Network Management	1	50%	2	2	3	4	5	7	41%
Systems Integration	26	14%	29	33	38	43	50	56	17%
- Equipment	10	12%	11	11	13	14	16	17	13%
- Software Products	2	0%	2	2	3	4	4	5	22%
- Professional Svervices	14	17%	16	19	22	25	29	33	19%
- Other	1	0%	1	1	1	1	1	1	15%
Professional Services	281	9%	307	333	364	398	440	479	11%
- IS Consulting	37	11%	41	46	50	56	62	68	13%
- Education & Training	30	12%	34	37	42	47	53	58	14%
-Custom Software	207	7%	222	237	255	276	300	321	9%
- Application Management	7	42%	10	13	16	20	25	31	34%
Network Services	34	12%	38	43	49	56	65	74	17%
- Electronic Info Svcs	24	10%	26	28	31	35	38	41	12%
- Network Applications	10	19%	11	14	18	22	27	33	28%
Systems Software	126	6%	134	140	149	159	170	183	8%
- Mainframe	62	0%	62	62	62	62	62	62	0%
- Minicomputer	38	9%	42	45	49	53	58	63	10%
- Workstation/PC	25	17%	29	33	38	44	51	58	18%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Portugal, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
			$ Million (Rounded)						
Portugal IS Market	86	16%	100	116	134	166	202	247	24%
Processing Services	12	10%	13	14	16	19	22	25	16%
- Transaction Processing	10	12%	11	13	14	17	19	22	17%
- Utility Processing	1	0%	1	1	1	1	1	1	15%
- Other Processing	1	0%	1	1	1	2	2	2	8%
Turnkey Systems	19	16%	22	25	29	37	46	56	25%
- Equipment	10	12%	11	12	14	16	20	23	20%
- Software Products	4	29%	5	7	8	10	13	16	31%
- Professional Services	5	12%	5	7	8	10	13	16	28%
Application Software	8	31%	10	13	15	19	25	31	32%
- Mainframe	1	100%	1	1	1	1	1	1	15%
- Minicomputer	2	25%	3	4	4	5	7	8	27%
- Workstation/PC	5	25%	6	8	10	13	17	22	36%
Systems Operations	2	0%	2	2	2	3	4	4	18%
- Platform Operations	1	0%	1	1	1	1	1	1	15%
- Application Operations	1	0%	1	1	1	1	1	1	15%
- Desktop Services	0	N/A	0	1	1	1	1	1	0%
- Network Management	1	0%	1	1	1	1	1	1	15%
Systems Integration	2	33%	2	3	3	5	5	7	32%
- Equipment	1	100%	1	1	1	2	2	2	32%
- Software Products	0	N/A	0	0	0	1	1	1	0%
- Professional Svervices	1	0%	1	2	2	2	3	4	28%
- Other	0	N/A	0	0	0	0	0	0	0%
Professional Services	23	18%	28	32	35	42	50	60	21%
- IS Consulting	3	20%	4	4	5	6	7	9	25%
- Education & Training	2	25%	3	4	4	4	5	5	18%
-Custom Software	17	17%	20	23	26	31	37	44	21%
- Application Management	1	0%	1	1	1	1	1	1	15%
Network Services	4	14%	5	6	8	11	15	20	36%
- Electronic Info Svcs	3	20%	4	4	5	7	9	11	31%
- Network Applications	1	0%	1	2	2	4	6	8	48%
Systems Software	16	11%	18	21	25	30	36	44	22%
- Mainframe	8	8%	8	9	10	11	13	14	12%
- Minicomputer	5	11%	6	7	9	11	13	16	25%
- Workstation/PC	3	20%	4	5	6	8	10	14	36%

Note: Totals may not add due to rounding

INFORMATION SERVICES MARKET
Market Forecast By Delivery Mode and Submode
Switzerland, 1992 - 1997 Companies >$50M

DELIVERY MODES	1991	91-92 Growth (%)	1992	1993	1994	1995	1996	1997	92-97 CAGR (%)
				$ Million (Rounded)					
Switzerland IS Market	1547	10%	1698	1832	2017	2232	2480	2757	12%
Processing Services	174	9%	190	200	215	230	244	262	9%
- Transaction Processing	151	9%	164	173	185	198	209	224	8%
- Utility Processing	7	8%	8	8	8	8	9	9	5%
- Other Processing	16	15%	18	19	22	24	26	29	13%
Turnkey Systems	361	10%	398	431	472	525	589	647	12%
- Equipment	191	8%	207	220	236	258	283	305	10%
- Software Products	85	13%	95	107	120	136	158	175	16%
- Professional Services	85	13%	96	104	116	131	149	167	15%
Application Software	168	16%	196	217	250	286	330	379	18%
- Mainframe	29	2%	29	29	30	30	30	30	1%
- Minicomputer	49	18%	58	65	73	82	96	109	17%
- Workstation/PC	90	20%	108	123	147	174	204	240	22%
Systems Operations	23	18%	27	31	36	42	48	57	20%
- Platform Operations	11	22%	13	14	16	18	20	22	16%
- Application Operations	8	7%	9	10	12	14	16	18	16%
- Desktop Services	1	50%	2	2	2	4	4	5	35%
- Network Management	2	25%	3	4	5	7	8	11	37%
Systems Integration	44	18%	52	60	71	82	95	110	20%
- Equipment	19	13%	21	24	27	30	33	37	14%
- Software Products	2	25%	3	4	5	5	7	8	28%
- Professional Svervices	22	22%	27	31	38	44	53	62	23%
- Other	1	0%	1	1	2	2	2	2	15%
Professional Services	393	6%	418	443	481	521	568	623	10%
- IS Consulting	43	10%	47	51	58	65	73	82	14%
- Education & Training	69	3%	71	73	76	80	85	89	5%
-Custom Software	267	6%	282	297	321	345	372	405	9%
- Application Management	14	25%	18	22	26	31	38	47	27%
Network Services	82	14%	94	112	131	158	187	227	23%
- Electronic Info Svcs	69	10%	76	87	98	111	125	140	15%
- Network Applications	13	36%	18	25	34	47	62	87	46%
Systems Software	302	7%	323	338	361	388	418	452	8%
- Mainframe	160	1%	163	160	160	160	163	163	0%
- Minicomputer	89	10%	98	104	113	125	136	149	11%
- Workstation/PC	53	17%	62	73	87	103	120	140	21%

Note: Totals may not add due to rounding

INPUT FORECAST
BY INDUSTRY MODE

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
DISCRETE MANUFACTURING									
TURNKEY SYSTEMS	2798	3097	3404	3727	4084	4509	4975	5478	10%
EQUIPMENT	1315	1394	1498	1603	1673	1804	1990	2137	7%
SOFTWARE PRODUCTS	1035	1177	1294	1453	1607	1809	1996	2219	11%
APPLICATIONS	890	1024	1125	1279	1414	1594	1757	1957	11%
SYSTEMS	145	153	168	174	193	215	240	262	9%
PROFESSIONAL SERVICES	448	527	613	671	804	896	989	1121	13%
APPLICATIONS SOFTWARE PRODUCTS	1967	2224	2522	2861	3295	3799	4380	5080	15%
MAINFRAME	383	410	442	467	492	524	557	592	6%
MIDRANGE	1046	1158	1260	1369	1522	1685	1865	2052	10%
WORKSTATION/PC	538	656	820	1025	1281	1590	1958	2437	24%
PROFESSIONAL SERVICES	4459	4879	5343	5851	6403	7011	7676	8416	9%
CONSULTING	1113	1218	1379	1541	1734	1970	2212	2492	13%
CUSTOM SOFTWARE	2695	2949	3137	3415	3691	3958	4238	4557	8%
EDUCATION/TRAINING	651	712	827	895	978	1083	1226	1367	11%
SYSTEMS INTEGRATION	1136	1346	1620	1954	2356	2914	3536	4289	21%
EQUIPMENT	393	466	560	676	815	1008	1223	1483	21%
APPLICATION SOFTWARE	59	70	84	101	122	151	184	223	21%
SYSTEM SOFTWARE	23	27	33	40	48	59	72	88	22%
PROFESSIONAL SERVICES	624	739	890	1073	1294	1601	1942	2356	21%
OTHER	37	44	53	64	77	95	115	139	21%
TOTAL	10360	11546	12889	14393	16138	18233	20567	23263	12%

INPUT FORECAST
BY INDUSTRY MODE

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS MANUFACTURING									
TURNKEY SYSTEMS	559	613	675	742	817	898	989	1088.2	10%
EQUIPMENT	268	294	324	356	392	431	474	522	10%
SOFTWARE PRODUCTS	202	221	243	268	295	324	357	392.93	10%
APPLICATIONS	174	191	210	231	255	280	308	339	10%
SYSTEMS	28	30	33	37	40	44	49	54	10%
PROFESSIONAL SERVICES	89	98	108	118	130	143	158	174	10%
APPLICATIONS SOFTWARE PRODUCTS	595	683	783	899	1036	1198	1433	1676.9	16%
MAINFRAME	169	182	193	203	212	223	279	304	9%
MIDRANGE	207	231	258	288	322	356	395	440	11%
WORKSTATION/PC	219	270	332	408	502	617	759	933	23%
PROFESSIONAL SERVICES	2119	2405	2652	2904	3180	3485	3820	4196	10%
CONSULTING	510	580	668	750	835	948	1070	1209	13%
CUSTOM SOFTWARE	1310	1475	1572	1713	1861	2005	2159	2330	8%
EDUCATION/TRAINING	299	350	412	441	484	532	591	656	11%
SYSTEMS INTEGRATION	170	361	402	455	519	597	686	780	14%
EQUIPMENT	75	159	177	201	229	263	303	345	14%
APPLICATION SOFTWARE	5	11	12	13	15	18	20	23	13%
SYSTEM SOFTWARE	5	11	12	13	15	18	20	23	13%
PROFESSIONAL SERVICES	80	169	189	215	245	280	323	368	14%
OTHER	5	11	12	13	15	18	20	23	13%
TOTAL	3443	4062	4512	5000	5552	6178	6928	7741	11%

INPUT FORECAST
BY INDUSTRY MODE

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE DISTRIBUTION									
TURNKEY SYSTEMS	487	522	559	604	653	683	731	783	7%
EQUIPMENT	229	235	246	260	268	273	292	306	4%
SOFTWARE PRODUCTS	180	198	212	236	257	274	293	317	8%
APPLICATIONS	155	173	185	207	226	242	258	280	8%
SYSTEMS	25	26	28	28	31	33	35	37	6%
PROFESSIONAL SERVICES	78	89	101	109	128	136	145	160	10%
APPLICATIONS SOFTWARE PRODUCTS	527	587	662	743	845	958	1083	1243	13%
MAINFRAME	245	255	268	275	287	298	317	331	4%
MIDRANGE	122	137	152	168	186	200	226	250	11%
WORKSTATION/PC	160	195	242	300	372	460	540	662	23%
PROFESSIONAL SERVICES	351	380	409	439	472	505	542	583	7%
CONSULTING	81	88	98	109	122	135	148	164	11%
CUSTOM SOFTWARE	217	235	248	260	273	286	297	311	5%
EDUCATION/TRAINING	53	57	63	70	77	84	97	108	11%
SYSTEMS INTEGRATION	156	182	210	243	285	332	384	446	16%
EQUIPMENT	54	63	73	84	99	115	133	154	16%
APPLICATION SOFTWARE	6	7	8	9	11	13	15	17	16%
SYSTEM SOFTWARE	5	6	7	8	9	11	12	14	15%
PROFESSIONAL SERVICES	87	101	117	136	159	185	214	249	16%
OTHER	4	5	5	6	7	8	10	11	15%
TOTAL	1521	1671	1840	2029	2255	2478	2740	3055	10%

INPUT®

Atrium at Glenpointe, 400 Frank W. Burr Blvd., Teaneck, NJ 07666 (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: 1/19/93

Confidential: Y / N
Urgent: Y / N

To: Name: Alison Eidman / Lisa Lane

Tel./Location: 312-507-4978

Co.: Andersen

Page: 1 of 19

Fax No: 312-507-1043

File: Chron
Contact
Other:

From: Jaime Pomeroz for Tom O'Halloran

Subject: Andersen industries by size of company buying IS services.

original deliverable

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	49	54	60	65	71	79	87	96	10%
EQUIPMENT	23	24	26	28	29	32	35	37	7%
SOFTWARE PRODUCTS	18	21	23	25	28	32	35	39	11%
APPLICATIONS	16	18	20	22	25	28	31	34	11%
SYSTEMS	3	3	3	3	3	4	4	5	9%
PROFESSIONAL SERVICES	8	9	11	12	14	16	17	20	13%
APPLICATIONS SOFTWARE PRODUCTS	34	42	47	54	62	70	81	93	14%
MAINFRAME	7	8	9	9	10	10	11	11	6%
MIDRANGE	18	21	23	26	29	31	35	38	10%
WORKSTATION/PC	9	12	15	19	23	29	35	44	23%
PROFESSIONAL SERVICES	78	85	94	102	112	123	134	147	9%
CONSULTING	19	21	24	27	30	34	39	44	13%
CUSTOM SOFTWARE	47	52	55	60	65	69	74	80	8%
EDUCATION/TRAINING	11	12	14	16	17	19	21	24	11%
SYSTEMS INTEGRATION	20	24	28	34	41	51	62	75	21%
EQUIPMENT	7	8	10	12	14	18	21	26	21%
APPLICATION SOFTWARE	1	1	1	2	2	3	3	4	21%
SYSTEM SOFTWARE	0.4	0.5	0.6	1	1	1	1	2	22%
PROFESSIONAL SERVICES	11	13	16	19	23	28	34	41	21%
OTHER	0.6	1	1	1	1	2	2	2	21%
TOTAL	181	205	229	256	286	323	364	411	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	103	114	125	137	150	166	183	202	10%
EQUIPMENT	48	51	55	59	62	66	73	79	7%
SOFTWARE PRODUCTS	38	43	48	53	59	67	73	82	11%
APPLICATIONS	33	38	41	47	52	59	65	72	11%
SYSTEMS	5	6	6	6	7	8	9	10	9%
PROFESSIONAL SERVICES	16	19	23	25	30	33	36	41	13%
APPLICATIONS SOFTWARE PRODUCTS	72	82	93	105	121	140	161	187	15%
MAINFRAME	14	15	16	17	18	19	20	22	6%
MIDRANGE	38	43	46	50	56	62	69	75	10%
WORKSTATION/PC	20	24	30	38	47	59	72	90	24%
PROFESSIONAL SERVICES	164	180	197	215	236	258	282	310	9%
CONSULTING	41	45	51	57	64	72	81	92	13%
CUSTOM SOFTWARE	99	109	115	126	136	146	156	168	8%
EDUCATION/TRAINING	24	26	30	33	36	40	45	50	11%
SYSTEMS INTEGRATION	42	50	60	72	87	107	130	158	21%
EQUIPMENT	14	17	21	25	30	37	45	55	21%
APPLICATION SOFTWARE	2	3	3	4	4	6	7	8	21%
SYSTEM SOFTWARE	0.8	1	1	1	2	2	3	3	22%
PROFESSIONAL SERVICES	23	27	33	39	48	59	71	87	21%
OTHER	1	2	2	2	3	3	4	5	21%
TOTAL	381	425	474	530	594	671	757	856	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFGR									
TURNKEY SYSTEMS	362	401	441	483	529	584	644	709	10%
EQUIPMENT	170	180	194	208	217	234	258	277	7%
SOFTWARE PRODUCTS	134	152	167	188	208	234	259	287	11%
APPLICATIONS	115	133	146	166	183	206	227	253	11%
SYSTEMS	19	20	22	23	25	28	31	34	9%
PROFESSIONAL SERVICES	58	68	79	87	104	116	128	145	13%
APPLICATIONS SOFTWARE PRODUCTS	255	288	327	370	427	492	567	658	15%
MAINFRAME	50	53	57	60	64	68	72	77	6%
MIDRANGE	135	150	163	177	197	218	241	266	10%
WORKSTATION/PC	70	85	106	133	166	206	254	315	24%
PROFESSIONAL SERVICES	577	632	692	758	829	908	994	1090	9%
CONSULTING	144	158	179	200	225	255	286	323	13%
CUSTOM SOFTWARE	349	382	406	442	478	512	549	590	8%
EDUCATION/TRAINING	84	92	107	116	127	140	159	177	11%
SYSTEMS INTEGRATION	147	174	210	253	305	377	458	555	21%
EQUIPMENT	51	60	73	88	106	131	158	192	21%
APPLICATION SOFTWARE	8	9	11	13	16	20	24	29	21%
SYSTEM SOFTWARE	3	3	4	5	6	8	9	11	22%
PROFESSIONAL SERVICES	81	96	115	139	168	207	251	305	21%
OTHER	5	6	7	8	10	12	15	18	21%
TOTAL	1341	1495	1669	1864	2090	2361	2663	3012	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CONSUMER									
FOOD & CPG									
TURNKEY SYSTEMS	17	18	20	22	24	27	29	32	10%
EQUIPMENT	8	9	10	11	12	13	14	15	10%
SOFTWARE PRODUCTS	6	7	7	8	9	10	11	12	10%
APPLICATIONS	5	6	6	7	8	8	9	10	10%
SYSTEMS	1	1	1	1	1	1	1	2	10%
PROFESSIONAL SERVICES	3	3	3	4	4	4	5	5	10%
APPLICATIONS SOFTWARE PRODUCTS	24	28	32	37	43	50	59	70	16%
MAINFRAME	5	5	6	6	6	7	8	9	9%
MIDRANGE	9	10	11	13	14	16	17	19	11%
WORKSTATION/PC	10	12	15	18	22	27	34	42	23%
PROFESSIONAL SERVICES	63	71	79	86	94	104	113	125	10%
CONSULTING	15	17	20	22	25	28	32	36	13%
CUSTOM SOFTWARE	39	44	47	51	55	60	64	69	8%
EDUCATION/TRAINING	9	10	12	13	14	16	18	19	11%
SYSTEMS INTEGRATION	5	11	12	14	15	18	20	23	14%
EQUIPMENT	2	5	5	6	7	8	9	10	14%
APPLICATION SOFTWARE	0.1	0.3	0.4	0.4	0.4	1	1	1	13%
SYSTEM SOFTWARE	0.1	0.3	0.4	0.4	0.4	1	1	1	13%
PROFESSIONAL SERVICES	2	5	6	6	7	8	10	11	14%
OTHER	0.1	0.3	0.4	0.4	0.4	1	1	1	13%
TOTAL	109	128	143	159	177	198	223	250	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	170	183	196	211	229	239	256	274	7%
EQUIPMENT	80	82	86	91	94	96	102	107	4%
SOFTWARE PRODUCTS	63	70	75	82	90	96	103	111	8%
APPLICATIONS	54	61	65	72	79	85	90	98	8%
SYSTEMS	9	9	10	10	11	12	12	13	6%
PROFESSIONAL SERVICES	27	31	35	38	45	48	51	56	10%
APPLICATIONS SOFTWARE PRODUCTS	184	205	232	260	296	335	379	435	13%
MAINFRAME	86	89	94	96	100	104	111	116	4%
MIDRANGE	43	48	53	59	65	70	79	87	11%
WORKSTATION/PC	56	68	85	105	130	161	189	232	23%
PROFESSIONAL SERVICES	123	133	143	154	165	177	190	204	7%
CONSULTING	28	31	34	38	43	47	52	57	11%
CUSTOM SOFTWARE	76	82	87	91	96	100	104	109	5%
EDUCATION/TRAINING	19	20	22	25	27	29	34	38	11%
SYSTEMS INTEGRATION	55	64	74	85	100	116	134	156	16%
EQUIPMENT	19	22	26	29	35	40	47	54	16%
APPLICATION SOFTWARE	2	2	3	3	4	5	5	6	16%
SYSTEM SOFTWARE	2	2	2	3	3	4	4	5	15%
PROFESSIONAL SERVICES	30	35	41	48	56	65	75	87	16%
OTHER	1	2	2	2	2	3	4	4	15%
TOTAL	532	585	644	710	789	868	959	1069	10%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	14	15	17	19	20	22	25	27	10%
EQUIPMENT	7	7	8	9	10	11	12	13	10%
SOFTWARE PRODUCTS	5	6	6	7	7	8	9	10	10%
APPLICATIONS	4	5	5	6	6	7	8	8	10%
SYSTEMS	1	1	1	1	1	1	1	1	10%
PROFESSIONAL SERVICES	2	2	3	3	3	4	4	4	10%
APPLICATIONS SOFTWARE PRODUCTS	12	14	16	18	21	24	28	33	15%
MAINFRAME	4	5	5	5	5	6	7	8	9%
MIDRANGE	4	4	5	5	6	7	7	8	11%
WORKSTATION/PC	4	5	6	8	9	12	14	17	23%
PROFESSIONAL SERVICES	53	60	66	73	80	87	96	105	10%
CONSULTING	13	15	17	19	21	24	27	30	13%
CUSTOM SOFTWARE	33	37	39	43	47	50	54	58	8%
EDUCATION/TRAINING	7	9	10	11	12	13	15	16	11%
SYSTEMS INTEGRATION	4	9	10	11	13	15	17	20	14%
EQUIPMENT	2	4	4	5	6	7	8	9	14%
APPLICATION SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	1	1	13%
SYSTEM SOFTWARE	0.1	0.3	0.3	0.3	0.4	0.5	1	1	13%
PROFESSIONAL SERVICES	2	4	5	5	6	7	8	9	14%
OTHER	0.1	0.3	0.3	0.3	0.4	0.5	1	1	13%
TOTAL	83	98	109	121	133	148	166	185	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	5	5	5	6	6	7	8	8	8%
EQUIPMENT	2	2	2	2	3	3	3	4	10%
SOFTWARE PRODUCTS	2	2	2	3	3	3	3	3	6%
APPLICATIONS	1	1	1	2	2	2	2	2	10%
SYSTEMS	1	1	1	1	1	1	1	1	0%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	7	8	10	11	13	15	18	21	17%
MAINFRAME	1	1	1	1	1	2	2	2	9%
MIDRANGE	3	3	4	4	4	5	5	6	11%
WORKSTATION/PC	3	4	5	6	7	9	11	13	23%
PROFESSIONAL SERVICES	15	17	19	20	22	24	27	29	10%
CONSULTING	4	4	5	5	6	7	7	8	13%
CUSTOM SOFTWARE	9	10	11	12	13	14	15	16	8%
EDUCATION/TRAINING	2	2	3	3	3	4	4	5	11%
SYSTEMS INTEGRATION	4	4	4	5	6	6	7	8	14%
EQUIPMENT	1	1	1	1	2	2	2	2	14%
APPLICATION SOFTWARE	1	1	1	1	1	1	1	1	15%
SYSTEM SOFTWARE	1	1	1	1	1	1	1	1	15%
PROFESSIONAL SERVICES	1	1	1	2	2	2	2	3	15%
OTHER	0.5	1	1	1	1	1	1	1	8%
TOTAL	30	34	37	43	47	53	59	67	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	756	832	909	994	1086	1187	1302	1426	9%
EQUIPMENT	364	386	415	445	468	501	549	590	7%
SOFTWARE PRODUCTS	282	318	348	389	429	477	523	578	10%
APPLICATIONS	231	263	287	325	358	399	436	483	11%
SYSTEMS	51	55	60	64	71	79	87	95	9%
PROFESSIONAL SERVICES	110	128	147	160	190	209	229	258	12%
APPLICATIONS SOFTWARE PRODUCTS	614	696	787	891	1020	1168	1339	1546	14%
MAINFRAME	194	211	226	240	257	276	301	326	7%
MIDRANGE	239	266	291	317	352	387	430	473	10%
WORKSTATION/PC	181	219	270	333	411	505	608	747	23%
PROFESSIONAL SERVICES	1140	1251	1368	1495	1633	1784	1949	2133	9%
CONSULTING	323	354	398	443	495	556	620	694	12%
CUSTOM SOFTWARE	624	685	730	792	854	916	981	1054	7%
EDUCATION/TRAINING	192	212	240	260	284	312	348	385	10%
SYSTEMS INTEGRATION	295	357	424	508	607	740	889	1068	20%
EQUIPMENT	109	133	158	188	226	275	330	397	20%
APPLICATION SOFTWARE	20	23	28	33	40	49	59	71	21%
SYSTEM SOFTWARE	7	9	11	13	15	18	21	26	19%
PROFESSIONAL SERVICES	140	169	201	240	287	349	419	503	20%
OTHER	19	23	27	33	39	48	58	71	20%
TOTAL	2806	3137	3489	3887	4346	4879	5478	6173	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. $50M- $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CROSS INDUSTRY MARKETS									
MAINFRAME APPLICATION SOFTWARE									
ACCOUNTING	151	158	164	170	178	184	200	210	5%
EDUCATION & TRAINING	11	11	11	12	12	12	12	13	2%
ENGINEERING & SCIENTIFIC	29	32	34	37	40	43	46	50	8%
HUMAN RESOURCES	53	56	59	62	65	68	72	76	5%
OFFICE SYSTEMS	33	33	34	35	35	36	37	38	2%
PLANNING & ANALYSIS	40	43	47	50	54	57	60	64	7%
SALES & MARKETING	38	40	43	45	48	51	54	57	6%
SUB-TOTAL	355	373	391	411	432	451	481	507	5%
MINICOMPUTER APPLICATION SOFTWARE									
ACCOUNTING	112	120	126	134	142	150	160	169	6%
EDUCATION & TRAINING	5	5	5	6	6	6	6	6	1%
ENGINEERING & SCIENTIFIC	48	53	58	64	70	78	85	93	10%
HUMAN RESOURCES	53	55	59	64	69	75	80	86	8%
OFFICE SYSTEMS	113	122	132	142	154	166	179	193	8%
PLANNING & ANALYSIS	34	36	36	36	36	36	36	36	0%
SALES & MARKETING	15	16	17	18	19	20	21	22	6%
SUB-TOTAL	380	407	433	464	495	531	567	607	7%
PC/WORKSTATION APPLICATION SOFTWARE									
ACCOUNTING	187	210	240	280	320	380	480	566	18%
EDUCATION & TRAINING	24	26	28	31	35	41	48	54	13%
ENGINEERING & SCIENTIFIC	53	61	70	80	92	106	122	140	15%
HUMAN RESOURCES	35	42	52	64	78	100	128	160	25%
OFFICE SYSTEMS	334	379	433	510	580	700	872	1030	18%
PLANNING & ANALYSIS	250	300	360	432	518	622	746	895	20%
SALES & MARKETING	14	16	19	23	28	36	49	61	25%
SUB-TOTAL	896	1034	1202	1420	1651	1985	2445	2907	19%
CROSS-INDUSTRY APPLIC. SOFTWARE									
ACCOUNTING	450	488	530	584	640	714	840	945	11%
EDUCATION & TRAINING	40	43	45	48	53	59	66	73	9%
ENGINEERING & SCIENTIFIC	130	145	162	181	202	227	253	283	12%
HUMAN RESOURCES	141	153	170	190	212	243	280	322	13%
OFFICE SYSTEMS	480	534	599	687	769	902	1088	1261	15%
PLANNING & ANALYSIS	324	379	443	518	608	715	842	995	17%
SALES & MARKETING	7	72	78	86	95	107	124	141	12%
TOTAL	1572	1814	2027	2294	2578	2967	3493	4021	14%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL									
AUTO (SUPPLIERS)									
TURNKEY SYSTEMS	21	23	27	31	34	37	41	45	12%
EQUIPMENT	10	10	11	12	13	14	15	16	7%
SOFTWARE PRODUCTS	8	9	11	13	14	16	17	19	14%
APPLICATIONS	7	8	9	12	13	14	15	17	15%
SYSTEMS	1	1	1	1	1	2	2	2	9%
PROFESSIONAL SERVICES	3	4	5	6	7	8	9	10	19%
APPLICATIONS SOFTWARE PRODUCTS	15	17	19	21	25	28	33	38	15%
MAINFRAME	3	3	3	4	4	4	4	4	6%
MIDRANGE	8	9	9	10	11	13	14	15	10%
WORKSTATION/PC	4	5	6	8	10	12	15	18	24%
PROFESSIONAL SERVICES	33	37	40	44	48	53	58	63	9%
CONSULTING	8	9	10	12	13	15	17	19	13%
CUSTOM SOFTWARE	20	22	24	26	28	30	32	34	8%
EDUCATION/TRAINING	5	5	6	7	7	8	9	10	11%
SYSTEMS INTEGRATION	9	10	12	15	18	22	27	32	21%
EQUIPMENT	3	3	4	5	6	8	9	11	21%
APPLICATION SOFTWARE	0.4	1	1	1	1	1	1	2	21%
SYSTEM SOFTWARE	0.2	0.2	0.2	0.3	0.4	0.4	1	1	22%
PROFESSIONAL SERVICES	5	6	7	8	10	12	15	18	21%
OTHER	0.3	0.3	0.4	0.5	1	1	1	1	21%
TOTAL	78	87	98	111	124	140	158	178	13%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
ELECTRONICS									
TURNKEY SYSTEMS	90	99	109	119	131	144	159	175	10%
EQUIPMENT	42	45	48	51	54	58	64	68	7%
SOFTWARE PRODUCTS	33	38	41	46	51	58	64	71	11%
APPLICATIONS	28	33	36	41	45	51	56	63	11%
SYSTEMS	5	5	5	6	6	7	8	8	9%
PROFESSIONAL SERVICES	14	17	20	21	26	29	32	36	13%
APPLICATIONS SOFTWARE PRODUCTS	63	71	81	92	105	122	140	163	15%
MAINFRAME	12	13	14	15	16	17	18	19	6%
MIDRANGE	33	37	40	44	49	54	60	66	10%
WORKSTATION/PC	17	21	26	33	41	51	63	78	24%
PROFESSIONAL SERVICES	143	156	171	187	205	224	246	269	9%
CONSULTING	36	39	44	49	55	63	71	80	13%
CUSTOM SOFTWARE	86	94	100	109	118	127	136	146	8%
EDUCATION/TRAINING	21	23	26	29	31	35	39	44	11%
SYSTEMS INTEGRATION	36	43	52	63	75	93	113	137	21%
EQUIPMENT	13	15	18	22	26	32	39	47	21%
APPLICATION SOFTWARE	2	2	3	3	4	5	6	7	21%
SYSTEM SOFTWARE	1	1	1	1	2	2	2	3	22%
PROFESSIONAL SERVICES	20	24	28	34	41	51	62	75	21%
OTHER	1	1	2	2	2	3	4	4	21%
TOTAL	332	370	412	461	516	583	658	744	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
INDUSTRIAL/CONSUMER MFGR									
TURNKEY SYSTEMS	251	278	305	334	366	404	446	491	10%
EQUIPMENT	118	125	134	144	150	162	178	192	7%
SOFTWARE PRODUCTS	93	106	116	130	144	162	179	199	11%
APPLICATIONS	80	92	101	115	127	143	157	175	11%
SYSTEMS	13	14	15	16	17	19	22	24	9%
PROFESSIONAL SERVICES	40	47	55	60	72	80	89	101	13%
APPLICATIONS SOFTWARE PRODUCTS	176	199	226	256	295	341	393	455	15%
MAINFRAME	34	37	40	42	44	47	50	53	6%
MIDRANGE	94	104	113	123	136	151	167	184	10%
WORKSTATION/PC	48	59	74	92	115	143	176	218	24%
PROFESSIONAL SERVICES	400	437	479	524	574	628	688	754	9%
CONSULTING	100	109	124	138	155	177	198	223	13%
CUSTOM SOFTWARE	242	264	281	306	331	355	380	408	8%
EDUCATION/TRAINING	58	64	74	80	88	97	110	123	11%
SYSTEMS INTEGRATION	102	121	145	175	211	261	317	385	21%
EQUIPMENT	35	42	50	61	73	90	110	133	21%
APPLICATION SOFTWARE	5	6	8	9	11	14	16	20	21%
SYSTEM SOFTWARE	2	2	3	4	4	5	6	8	22%
PROFESSIONAL SERVICES	56	66	80	96	116	144	174	211	21%
OTHER	3	4	5	6	7	9	10	12	21%
TOTAL	929	1035	1155	1290	1447	1634	1844	2085	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CONSUMER									
FOOD & CPG									
TURNKEY SYSTEMS	27	30	33	36	40	43	48	53	10%
EQUIPMENT	13	14	16	17	19	21	23	25	10%
SOFTWARE PRODUCTS	10	11	12	13	14	16	17	19	10%
APPLICATIONS	8	9	10	11	12	14	15	16	10%
SYSTEMS	1	1	2	2	2	2	2	3	10%
PROFESSIONAL SERVICES	4	5	5	6	6	7	8	8	10%
APPLICATIONS SOFTWARE PRODUCTS	39	45	52	60	69	81	97	114	16%
MAINFRAME	8	9	9	10	10	11	14	15	9%
MIDRANGE	15	17	19	21	23	25	28	31	11%
WORKSTATION/PC	16	20	24	30	36	45	55	68	23%
PROFESSIONAL SERVICES	103	116	128	141	154	169	185	203	10%
CONSULTING	25	28	32	36	40	46	52	59	13%
CUSTOM SOFTWARE	63	71	76	83	90	97	104	113	8%
EDUCATION/TRAINING	14	17	20	21	23	26	29	32	11%
SYSTEMS INTEGRATION	8	17	19	22	25	29	33	38	14%
EQUIPMENT	4	8	9	10	11	13	15	17	14%
APPLICATION SOFTWARE	0.2	0.5	1	1	1	1	1	1	13%
SYSTEM SOFTWARE	0.2	0.5	1	1	1	1	1	1	13%
PROFESSIONAL SERVICES	4	8	9	10	12	14	16	18	14%
OTHER	0.2	0.5	1	1	1	1	1	1	13%
TOTAL	177	209	232	258	288	322	363	407	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
WHOLESALE									
TURNKEY SYSTEMS	146	157	168	181	196	205	219	234	7%
EQUIPMENT	69	71	74	78	80	82	88	91	4%
SOFTWARE PRODUCTS	54	60	64	71	77	83	88	95	8%
APPLICATIONS	47	52	56	62	68	73	77	84	8%
SYSTEMS	8	8	8	8	9	10	11	11	6%
PROFESSIONAL SERVICES	23	27	30	33	38	41	44	48	10%
APPLICATIONS SOFTWARE PRODUCTS	158	176	199	223	254	287	325	373	13%
MAINFRAME	74	77	80	83	86	89	95	99	4%
MIDRANGE	37	41	46	50	56	60	68	75	11%
WORKSTATION/PC	48	59	73	90	112	138	162	199	23%
PROFESSIONAL SERVICES	105	114	123	132	142	152	163	175	7%
CONSULTING	24	26	29	33	37	41	44	49	11%
CUSTOM SOFTWARE	65	71	74	78	82	86	89	93	5%
EDUCATION/TRAINING	16	17	19	21	23	25	29	32	11%
SYSTEMS INTEGRATION	47	55	63	73	86	100	115	134	16%
EQUIPMENT	16	19	22	25	30	35	40	46	16%
APPLICATION SOFTWARE	2	2	2	3	3	4	5	5	16%
SYSTEM SOFTWARE	2	2	2	2	3	3	4	4	15%
PROFESSIONAL SERVICES	26	30	35	41	48	56	64	75	16%
OTHER	1	2	2	2	2	2	3	3	15%
TOTAL	456	502	552	609	677	744	822	916	10%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PROCESS									
CHEMICAL									
TURNKEY SYSTEMS	17	18	20	22	25	27	30	33	10%
EQUIPMENT	8	9	10	11	12	13	14	16	10%
SOFTWARE PRODUCTS	6	7	7	8	9	10	11	12	10%
APPLICATIONS	5	6	6	7	8	8	9	10	10%
SYSTEMS	1	1	1	1	1	1	1	2	10%
PROFESSIONAL SERVICES	3	3	3	4	4	4	5	5	10%
APPLICATIONS SOFTWARE PRODUCTS	15	17	19	22	25	28	34	40	15%
MAINFRAME	5	5	6	6	6	7	8	9	9%
MIDRANGE	5	5	6	6	7	8	9	10	11%
WORKSTATION/PC	5	6	7	9	11	14	17	21	23%
PROFESSIONAL SERVICES	64	72	80	87	95	105	115	126	10%
CONSULTING	15	17	20	23	25	28	32	36	13%
CUSTOM SOFTWARE	39	44	47	51	56	60	65	70	8%
EDUCATION/TRAINING	9	11	12	13	15	16	18	20	11%
SYSTEMS INTEGRATION	5	11	12	14	16	18	21	23	14%
EQUIPMENT	2	5	5	6	7	8	9	10	14%
APPLICATION SOFTWARE	0.2	0.3	0.4	0.4	0.5	1	1	1	13%
SYSTEM SOFTWARE	0.2	0.3	0.4	0.4	0.5	1	1	1	13%
PROFESSIONAL SERVICES	2	5	6	6	7	8	10	11	14%
OTHER	0.2	0.3	0.4	0.4	0.5	1	1	1	13%
TOTAL	100	118	131	145	160	178	199	222	11%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
PHARMACEUTICALS									
TURNKEY SYSTEMS	4	4	4	5	5	6	7	7	11%
EQUIPMENT	2	2	2	2	2	3	3	3	10%
SOFTWARE PRODUCTS	2	2	2	2	2	2	3	3	12%
APPLICATIONS	1	1	1	1	2	2	2	2	10%
SYSTEMS	1	1	1	1	1	1	1	1	15%
PROFESSIONAL SERVICES	1	1	1	1	1	1	1	1	10%
APPLICATIONS SOFTWARE PRODUCTS	6	7	8	10	11	13	15	18	17%
MAINFRAME	1	1	1	1	1	1	2	2	9%
MIDRANGE	2	3	3	3	4	4	5	5	11%
WORKSTATION/PC	3	3	4	5	6	7	9	11	23%
PROFESSIONAL SERVICES	14	15	18	20	21	24	26	27	12%
CONSULTING	4	4	5	6	6	7	8	8	15%
CUSTOM SOFTWARE	8	9	10	11	12	13	14	15	9%
EDUCATION/TRAINING	2	2	3	3	3	4	4	4	15%
SYSTEMS INTEGRATION	5	6	11	11	12	14	18	20	24%
EQUIPMENT	1	1	2	2	3	3	4	5	32%
APPLICATION SOFTWARE	2	2	3	3	2	2	4	5	22%
SYSTEM SOFTWARE	1	1	2	2	2	3	3	3	25%
PROFESSIONAL SERVICES	1	2	3	3	4	4	5	5	20%
OTHER	1	1	1	1	1	2	2	2	25%
TOTAL	28	32	41	45	49	56	66	72	15%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
GRAND TOTAL									
TURNKEY SYSTEMS	555	609	666	729	796	867	950	1038	9%
EQUIPMENT	261	275	295	315	330	351	385	411	7%
SOFTWARE PRODUCTS	205	231	253	283	312	346	379	418	10%
APPLICATIONS	176	200	220	249	274	304	332	367	11%
SYSTEMS	29	30	33	35	38	42	46	50	9%
PROFESSIONAL SERVICES	89	103	119	130	154	170	187	209	13%
APPLICATIONS SOFTWARE PRODUCTS	472	532	603	683	784	900	1037	1201	14%
MAINFRAME	137	145	154	160	168	176	191	201	6%
MIDRANGE	194	215	236	258	286	315	350	386	10%
WORKSTATION/PC	141	172	214	266	331	409	496	613	24%
PROFESSIONAL SERVICES	861	948	1039	1135	1239	1354	1479	1618	9%
CONSULTING	212	233	265	297	332	376	422	474	13%
CUSTOM SOFTWARE	524	576	613	664	716	767	820	880	7%
EDUCATION/TRAINING	125	138	161	174	190	211	238	264	11%
SYSTEMS INTEGRATION	211	263	314	371	442	536	643	769	20%
EQUIPMENT	73	93	110	130	155	188	226	270	20%
APPLICATION SOFTWARE	11	14	17	20	22	27	34	41	20%
SYSTEM SOFTWARE	6	7	9	10	12	15	17	20	20%
PROFESSIONAL SERVICES	114	141	168	199	238	288	345	413	20%
OTHER	7	9	10	12	15	18	21	25	20%
TOTAL	2099	2352	2622	2919	3261	3657	4109	4626	12%

INPUT FORECAST SEGMENTED BY
ANDERSEN INDUSTRIES REV. OVER $150M

SEGMENTATION	1991 ($M)	1992 ($M)	1993 ($M)	1994 ($M)	1995 ($M)	1996 ($M)	1997 ($M)	2000 ($M)	CAGR 92-97
CROSS INDUSTRY MARKETS									
MAINFRAME APPLICATION SOFTWARE									
ACCOUNTING	151	158	164	170	178	184	200	210	5%
EDUCATION & TRAINING	11	11	11	12	12	12	12	13	2%
ENGINEERING & SCIENTIFIC	29	32	34	37	40	43	46	50	8%
HUMAN RESOURCES	53	56	59	62	65	68	72	76	5%
OFFICE SYSTEMS	33	33	34	35	35	36	37	38	2%
PLANNING & ANALYSIS	40	43	47	50	54	57	60	64	7%
SALES & MARKETING	38	40	43	45	48	51	54	57	6%
SUB-TOTAL	355	373	391	411	432	451	481	507	5%
MINICOMPUTER APPLICATION SOFTWARE									
ACCOUNTING	112	120	126	134	142	150	160	169	6%
EDUCATION & TRAINING	5	5	5	6	6	6	6	6	1%
ENGINEERING & SCIENTIFIC	48	53	58	64	70	78	85	93	10%
HUMAN RESOURCES	53	55	59	64	69	75	80	86	8%
OFFICE SYSTEMS	113	122	132	142	154	166	179	193	8%
PLANNING & ANALYSIS	34	36	36	36	36	36	36	36	0%
SALES & MARKETING	15	16	17	18	19	20	21	22	6%
SUB-TOTAL	6847	7326	7798	8345	8914	9554	10206	10922	7%
PC/WORKSTATION APPLICATION SOFTWARE									
ACCOUNTING	187	210	240	280	320	380	480	566	18%
EDUCATION & TRAINING	24	26	28	31	35	41	48	54	13%
ENGINEERING & SCIENTIFIC	53	61	70	80	92	106	122	140	15%
HUMAN RESOURCES	35	42	52	64	78	100	128	160	25%
OFFICE SYSTEMS	334	379	433	510	580	700	872	1030	18%
PLANNING & ANALYSIS	250	300	360	432	518	622	746	895	20%
SALES & MARKETING	14	16	19	23	28	36	49	61	25%
SUB-TOTAL	16135	18608	21636	25560	29718	35730	44010	52331	19%
CROSS-INDUSTRY APPLIC. SOFTWARE									
ACCOUNTING	450	488	530	584	640	714	840	945	11%
EDUCATION & TRAINING	40	43	45	48	53	59	66	73	9%
ENGINEERING & SCIENTIFIC	130	145	162	181	202	227	253	283	12%
HUMAN RESOURCES	141	153	170	190	212	243	280	322	13%
OFFICE SYSTEMS	480	534	599	687	769	902	1088	1261	15%
PLANNING & ANALYSIS	324	379	443	518	608	715	842	995	17%
SALES & MARKETING	67	72	78	86	95	107	124	141	12%
TOTAL	29376	32652	36479	41296	46411	53410	62878	72371	14%

```
***************************
***   ACTIVITY REPORT   ***
***************************
```

TRANSMISSION OK

TX/RX NO.	1132
CONNECTION TEL	13125071043
CONNECTION ID	
START TIME	01/19 16:01
USAGE TIME	09'52
PAGES	19
RESULT	OK